

**AUTHORIZED FEDERAL SUPPLY SERVICE  
INFORMATION TECHNOLOGY SCHEDULE PRICELIST  
GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY  
EQUIPMENT, SOFTWARE AND SERVICES**

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**SIN 132-33 - PERPETUAL SOFTWARE LICENSES**

Includes operating system software, application software, EDI translation and mapping software, enabled E-mail message based products, Internet software, database management programs, and other software.

**SIN 132-34 - MAINTENANCE OF SOFTWARE**

1. Software Maintenance as a Product. Software maintenance as a product includes the publishing of bug/defect fixes via patches and updates/upgrades in function and technology to maintain the operability and usability of the software product. It may also include other no charge support that are included in the purchase price of the product in the commercial marketplace. No charge support includes items such as user blogs, discussion forums, on-line help libraries and FAQs (Frequently Asked Questions), hosted chat rooms, and limited telephone, email and/or web-based general technical support for user's self diagnostics. Software maintenance as a product does NOT include the creation, design, implementation, integration, etc. of a software package. These examples are considered software maintenance as a service.

2. Software Maintenance as a Service. Software maintenance as a service creates, designs, implements, and/or integrates customized changes to software that solve one or more problems and is not included with the price of the software. Software maintenance as a service includes person-to-person communications regardless of the medium used to communicate: telephone support, on-line technical support, customized support, and/or technical expertise which are charged commercially. Software maintenance as a service is billed arrears in accordance with 31 U.S.C. 3324.

**SIN 132-50 - TRAINING**

Includes all modalities of training

**SIN 132-51 - INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES**

FPDS Code D302	IT Systems Development Services
FPDS Code D306	IT Systems Analysis Services
FPDS Code D307	Automated Information Systems Design and Integration Services
FPDS Code D308	Programming Services, Millennium Conversion Services (Y2K)
FPDS Code D311	IT Data Conversion Services
FPDS Code D316	IT Network Management Services

Includes resources and facilities management, database planning and design, systems analysis and design, network services, programming, millennium conversion services, conversion and implementation support, network services project management, data/records management, subscriptions/publications (electronic media), and other services.

**Note 1:** All non-professional labor categories must be incidental to and used solely to support hardware, software and/or professional services, and cannot be purchased separately.

**Note 2:** Offerors and Agencies are advised that the Group 70 – Information Technology Schedule is not to be used as a means to procure services which properly fall under the Brooks Act. These services include, but are not limited to, architectural, engineering, mapping, cartographic production, remote sensing, geographic information systems, and related services. FAR 36.6 distinguishes between mapping services of an A/E nature and mapping services which are not connected nor incidental to the traditionally accepted A/E Services.

**Note 3:** This solicitation is not intended to solicit for the reselling of IT Professional Services, except for the provision of implementation, maintenance, integration, or training services in direct support of a product. Under such circumstances the services must be performance by the publisher or manufacturer or one of their authorized agents.

**SIN 132-52 - ELECTRONIC COMMERCE (EC) SERVICES**

Includes value added network services, e-mail services, Internet access services, and other data transmission services.

**International Software Systems Inc.**  
**7337 Hanover Parkway Suite A**  
**Greenbelt MD 20770**  
**Phone: 301-982-9700**  
**Fax:301-982-0500**  
**www.issi-software.com**

**Contract Number: GS-35F-0163K**  
**Period Covered by Contract: 12/15/1999 – 12/17/2009**

**General Services Administration**  
**Federal Supply Service**

Pricelist current through Modification # 14, dated May 28, 2008.

Products and ordering information in this Authorized FSS Information Technology Schedule Pricelist are also available on the GSA Advantage! System. Agencies can browse GSA Advantage! by accessing the Federal Supply Service's Home Page via the Internet at <http://www.fss.gsa.gov/>

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**INFORMATION FOR ORDERING ACTIVITIES  
APPLICABLE TO ALL SPECIAL ITEM NUMBERS**

**Small Business Participation**

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. To enhance Small Business Participation SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

For orders exceeding the micropurchase threshold, FAR 8.404 requires agencies to consider the catalogs/pricelists of at least three schedule contractors or consider reasonably available information by using the GSA Advantage!™ on-line shopping service ([www.fss.gsa.gov](http://www.fss.gsa.gov)). The catalogs/pricelists, GSA Advantage!™ and the Federal Supply Service Home Page ([www.fss.gsa.gov](http://www.fss.gsa.gov)) contain information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

For orders exceeding the micropurchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.

**1. Geographic Scope of Contract:**

*Domestic delivery* is delivery within the 48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. Territories. Domestic delivery also includes a port or consolidation point, within the aforementioned areas, for orders received from overseas activities.

*Overseas delivery* is delivery to points outside of the 48 contiguous states, Washington, DC, Alaska, Hawaii, Puerto Rico, and U.S. Territories.

Offerors are requested to check one of the following boxes:

- ☒ The Geographic Scope of Contract will be domestic and overseas delivery.
- ☐ The Geographic Scope of Contract will be overseas delivery only.
- ☐ The Geographic Scope of Contract will be domestic delivery only.

**2. Contractor's Ordering Address and Payment Information:**

International Software Systems Inc.  
7337 Hanover Parkway Suite A  
Greenbelt MD 20770  
Phone: 301-982-9700  
Fax: 301-982-0500

Contractors are required to accept credit cards for payments equal to or less than the micro-purchase threshold for oral or written delivery orders. Credit cards will be acceptable for payment above the micro-purchase threshold. In addition, bank account information for wire transfer payments will be shown on the invoice.

The following telephone number(s) can be used by ordering activities to obtain technical and/or ordering assistance:

**Phone: 301-982-9700, 301-704-2604**

**When Authorized Dealers are allowed by the Contractor to bill ordering activities and accept payment, the order and/or payment must be in the name of the Contractor, in care of the Authorized Dealer.**

**3. LIABILITY FOR INJURY OR DAMAGE**

The Contractor shall not be liable for any injury to ordering activity personnel or damage to ordering activity property arising from the use of equipment maintained by the Contractor, unless such injury or damage is due to the fault or negligence of the Contractor.

**4. Statistical Data for Government Ordering Office Completion of Standard Form 279:**

Block 9: G. Order/Modification Under Federal Schedule

Block 16: Data Universal Numbering System (DUNS) Number: 15-507-5369

Block 30: Type of Contractor - Small Disadvantaged Business

Block 31: Woman-Owned Small Business - NO

Block 36: Contractor's Taxpayer Identification Number (TIN): 52-1915109

4a. CAGE Code: 1MGL7

4b. Contractor has registered with the Central Contractor Registration Database.

**5. FOB Destination**

**6. DELIVERY SCHEDULE**

a. **TIME OF DELIVERY:** The Contractor shall deliver to destination within the number of calendar days after receipt of order (ARO), as set forth below:

SPECIAL ITEM NUMBER	DELIVERY TIME (Days ARO)
<u>132-33</u>	5 Days
<u>132-34</u>	5 Days
<u>132-50</u>	As negotiated between the Agency and the Contractor
<u>132-51</u>	As negotiated between the Agency and the Contractor
<u>132-52</u>	As negotiated between the Agency and the Contractor

b. **URGENT REQUIREMENTS:** When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering activity, ordering activities are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering activity, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

**7. Discounts:** Prices shown are NET Prices; Basic Discounts have been deducted.

a. Prompt Payment: 0 % - Net 30 days from receipt of invoice or date of acceptance, whichever is later.

b. Government Educational Institutions receive the same discount as the Federal Government agencies.

**8. Trade Agreements Act of 1979, as amended:**

All items are U.S. made end products, designated country end products, Caribbean Basin country end products, Canadian end products, or Mexican end products as defined in the Trade Agreements Act of 1979, as amended.

**9. Statement Concerning Availability of Export Packing: None**

**10. Small Requirements: The minimum dollar value of orders to be issued is \$ 100.**

**11. Maximum Order** (All dollar amounts are exclusive of any discount for prompt payment.)

- a. The Maximum Order value for the following Special Item Numbers (SINs) is \$500,000:

Special Item Number 132-33 - Perpetual Software Licenses  
Special Item Number 132-34 – Maintenance of Software  
Special Item Number 132-51 - Information Technology (IT) Professional Services  
Special Item Number 132-52 - Electronic Commerce (EC) Services

- b. The Maximum Order value for the following Special Item Numbers (SINs) is \$25,000:

Special Item Number 132-50 - Training Courses

**12. USE OF FEDERAL SUPPLY SERVICE INFORMATION TECHNOLOGY SCHEDULE CONTRACTS.** In accordance with FAR 8.404:

Orders placed pursuant to a Multiple Award Schedule (MAS), using the procedures in FAR 8.404, are considered to be issued pursuant to full and open competition. Therefore, when placing orders under Federal Supply Schedules, ordering activities need not seek further competition, synopsise the requirement, make a separate determination of fair and reasonable pricing, or consider small business set-asides in accordance with subpart 19.5. GSA has already determined the prices of items under schedule contracts to be fair and reasonable. By placing an order against a schedule using the procedures outlined below, the ordering activity has concluded that the order represents the best value and results in the lowest overall cost alternative (considering price, special features, administrative costs, etc.) to meet the ordering activity's needs.

- a. Orders placed at or below the micro-purchase threshold. ordering activities can place orders at or below the micro-purchase threshold with any Federal Supply Schedule Contractor.

b. Orders exceeding the micro-purchase threshold but not exceeding the maximum order threshold. Orders should be placed with the Schedule Contractor that can provide the supply or service that represents the best value. Before placing an order, ordering activities should consider reasonably available information about the supply or service offered under MAS contracts by using the "GSA Advantage!" on-line shopping service, or by reviewing the catalogs/pricelists of at least three Schedule Contractors and selecting the delivery and other options available under the schedule that meets the ordering activity's needs. In selecting the supply or service representing the best value, the ordering activity may consider--

- (1) Special features of the supply or service that are required in effective program performance and that are not provided by a comparable supply or service;
- (2) Trade-in considerations;
- (3) Probable life of the item selected as compared with that of a comparable item;
- (4) Warranty considerations;
- (5) Maintenance availability;
- (6) Past performance; and
- (7) Environmental and energy efficiency considerations.

c. Orders exceeding the maximum order threshold. Each schedule contract has an established maximum order threshold. This threshold represents the point where it is advantageous for the ordering activity to seek a price reduction. In addition to following the procedures in paragraph b, above, and before placing an order that exceeds the maximum order threshold, ordering activities shall--

Review additional Schedule Contractors'

- (1) catalogs/pricelists or use the "GSA Advantage!" on-line shopping service;

- (2) Based upon the initial evaluation, generally seek price reductions from the Schedule Contractor(s) appearing to provide the best value (considering price and other factors); and
- (3) After price reductions have been sought, place the order with the Schedule Contractor that provides the best value and results in the lowest overall cost alternative. If further price reductions are not offered, an order may still be placed, if the ordering activity determines that it is appropriate.
  - (1) Offer a new lower price for this requirement (the Price Reductions clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations);
  - (2) Offer the lowest price available under the contract; or
  - (3) Decline the order (orders must be returned in accordance with FAR 52.216-19).
- d. Blanket purchase agreements (BPAs). The establishment of Federal Supply Schedule BPAs is permitted when following the ordering procedures in FAR 8.404. All schedule contracts contain BPA provisions. ordering activities may use BPAs to establish accounts with Contractors to fill recurring requirements. BPAs should address the frequency of ordering and invoicing, discounts, and delivery locations and times.
- e. Price reductions. In addition to the circumstances outlined in paragraph c, above, there may be instances when ordering activities will find it advantageous to request a price reduction. For example, when the ordering activity finds a schedule supply or service elsewhere at a lower price or when a BPA is being established to fill recurring requirements, requesting a price reduction could be advantageous. The potential volume of orders under these agreements, regardless of the size of the individual order, may offer the ordering activity the opportunity to secure greater discounts. Schedule Contractors are not required to pass on to all schedule users a price reduction extended only to an individual ordering activity for a specific order.
- f. Small business. For orders exceeding the micro-purchase threshold, ordering activities should give preference to the items of small business concerns when two or more items at the same delivered price will satisfy the requirement.
- g. Documentation. Orders should be documented, at a minimum, by identifying the Contractor the item was purchased from, the item purchased, and the amount paid. If an ordering activity requirement, in excess of the micro-purchase threshold, is defined so as to require a particular brand name, product, or feature of a product peculiar to one manufacturer, thereby precluding consideration of a product manufactured by another company, the ordering activity shall include an explanation in the file as to why the particular brand name, product, or feature is essential to satisfy the ordering activity's needs.

### **13. FEDERAL INFORMATION TECHNOLOGY/TELECOMMUNICATION STANDARDS**

**REQUIREMENTS:** ordering activities acquiring products from this Schedule must comply with the provisions of the Federal Standards Program, as appropriate (reference: NIST Federal Standards Index). Inquiries to determine whether or not specific products listed herein comply with Federal Information Processing Standards (FIPS) or Federal Telecommunication Standards (FED-STDS), which are cited by ordering activities, shall be responded to promptly by the Contractor.

**13.1 FEDERAL INFORMATION PROCESSING STANDARDS PUBLICATIONS (FIPS PUBS):** Information Technology products under this Schedule that do not conform to Federal Information Processing Standards (FIPS) should not be acquired unless a waiver has been granted in accordance with the applicable "FIPS Publication." Federal Information Processing Standards Publications (FIPS PUBS) are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Information concerning their availability and applicability should be obtained from the National Technical Information Service (NTIS), 5285 Port Royal Road, Springfield, Virginia 22161. FIPS PUBS include voluntary standards when these are adopted for Federal use. Individual orders for FIPS PUBS should be referred to the NTIS Sales Office, and orders for subscription service should be referred to the NTIS Subscription Officer, both at the above address, or telephone number (703) 487-4650.

**13.2 FEDERAL TELECOMMUNICATION STANDARDS (FED-STDS):** Telecommunication products under this Schedule that do not conform to Federal Telecommunication Standards (FED-STDS) should not be acquired unless a waiver has been granted in accordance with the applicable "FED-STD." Federal Telecommunication Standards are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Ordering information and information concerning the availability of FED-STDS



should be obtained from the GSA, Federal Supply Service, Specification Section, 470 East L'Enfant Plaza, Suite 8100, SW, Washington, DC 20407, telephone number (202)619-8925. Please include a self-addressed mailing label when requesting information by mail. Information concerning their applicability can be obtained by writing or calling the U.S. Department of Commerce, National Institute of Standards and Technology, Gaithersburg, MD 20899, telephone number (301)975-2833.

#### **14. CONTRACTOR TASKS / SPECIAL REQUIREMENTS (C-FSS-370) (NOV 2001)**

- (a) Security Clearances: The Contractor may be required to obtain/possess varying levels of security clearances in the performance of orders issued under this contract. All costs associated with obtaining/possessing such security clearances should be factored into the price offered under the Multiple Award Schedule.
- (b) Travel: The Contractor may be required to travel in performance of orders issued under this contract. Allowable travel and per diem charges are governed by Pub .L. 99-234 and FAR Part 31, and are reimbursable by the ordering agency or can be priced as a fixed price item on orders placed under the Multiple Award Schedule. The Industrial Funding Fee does NOT apply to travel and per diem charges.
- (c) Certifications, Licenses and Accreditations: As a commercial practice, the Contractor may be required to obtain/possess any variety of certifications, licenses and accreditations for specific FSC/service code classifications offered. All costs associated with obtaining/ possessing such certifications, licenses and accreditations should be factored into the price offered under the Multiple Award Schedule program.
- (d) Insurance: As a commercial practice, the Contractor may be required to obtain/possess insurance coverage for specific FSC/service code classifications offered. All costs associated with obtaining/possessing such insurance should be factored into the price offered under the Multiple Award Schedule program.
- (e) Personnel: The Contractor may be required to provide key personnel, resumes or skill category descriptions in the performance of orders issued under this contract. Ordering activities may require agency approval of additions or replacements to key personnel.
- (f) Organizational Conflicts of Interest: Where there may be an organizational conflict of interest as determined by the ordering agency, the Contractor's participation in such order may be restricted in accordance with FAR Part 9.5.
- (g) Documentation/Standards: The Contractor may be requested to provide products or services in accordance with rules, regulations, OMB orders, standards and documentation as specified by the agency's order.
- (h) Data/Deliverable Requirements: Any required data/deliverables at the ordering level will be as specified or negotiated in the agency's order.
- (i) Government-Furnished Property: As specified by the agency's order, the Government may provide property, equipment, materials or resources as necessary.
- (j) Availability of Funds: Many Government agencies' operating funds are appropriated for a specific fiscal year. Funds may not be presently available for any orders placed under the contract or any option year. The Government's obligation on orders placed under this contract is contingent upon the availability of appropriated funds from which payment for ordering purposes can be made. No legal liability on the part of the Government for any payment may arise until funds are available to the ordering Contracting Officer.

**15. CONTRACT ADMINISTRATION FOR ORDERING ACTIVITIES:** Any ordering activity, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA Contracting Officer under provisions of FAR 52.212-4, paragraphs (l) Termination for the ordering activity's convenience, and (m) Termination for Cause (See C.1.)

## **16. GSA Advantage!**

GSA Advantage! is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule prices with ordering information. GSA Advantage! will allow the user to perform various searches across all contracts including, but not limited to:

- (1) Manufacturer;
- (2) Manufacturer's Part Number; and
- (3) Product categories.

Agencies can browse GSA Advantage! by accessing the Internet World Wide Web utilizing a browser (ex.: NetScape). The Internet address is <http://www.fss.gsa.gov/>.

## **17. PURCHASE OF OPEN MARKET ITEMS**

NOTE: Open Market Items are also known as incidental items, noncontract items, non-Schedule items, and items not on a Federal Supply Schedule contract.

For administrative convenience, an ordering activity contracting officer may add items not on the Federal Supply Multiple Award Schedule (MAS) -- referred to as open market items -- to a Federal Supply Schedule blanket purchase agreement (BPA) or an individual task or delivery order, **only if-**

- (1) All applicable acquisition regulations pertaining to the purchase of the items not on the Federal Supply Schedule have been followed (e.g., publicizing (Part 5), competition requirements (Part 6), acquisition of commercial items (Part 12), contracting methods (Parts 13, 14, and 15), and small business programs (Part 19));
- (2) The ordering activity contracting officer has determined the price for the items not on the Federal Supply Schedule is fair and reasonable;
- (3) The items are clearly labeled on the order as items not on the Federal Supply Schedule; and
- (4) All clauses applicable to items not on the Federal Supply Schedule are included in the order.

## **18. CONTRACTOR COMMITMENTS, WARRANTIES AND REPRESENTATIONS**

a. For the purpose of this contract, commitments, warranties and representations include, in addition to those agreed to for the entire schedule contract:

- (1) Time of delivery/installation quotations for individual orders;
- (2) Technical representations and/or warranties of products concerning performance, total system performance and/or configuration, physical, design and/or functional characteristics and capabilities of a product/equipment/ service/software package submitted in response to requirements which result in orders under this schedule contract.
- (3) Any representations and/or warranties concerning the products made in any literature, description, drawings and/or specifications furnished by the Contractor.

b. The above is not intended to encompass items not currently covered by the GSA Schedule contract.

## **19. OVERSEAS ACTIVITIES**

The terms and conditions of this contract shall apply to all orders for installation, maintenance and repair of equipment in areas listed in the pricelist outside the 48 contiguous states and the District of Columbia, except as indicated below:

None

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Upon request of the Contractor, the ordering activity may provide the Contractor with logistics support, as available, in accordance with all applicable ordering activity regulations. Such ordering activity support will be provided on a reimbursable basis, and will only be provided to the Contractor's technical personnel whose services are exclusively required for the fulfillment of the terms and conditions of this contract.

## **20. BLANKET PURCHASE AGREEMENTS (BPAs)**

Federal Acquisition Regulation (FAR) 13.303-1(a) defines Blanket Purchase Agreements (BPAs) as "...a simplified method of filling anticipated repetitive needs for supplies or services by establishing 'charge accounts' with qualified sources of supply." The use of Blanket Purchase Agreements under the Federal Supply Schedule Program is authorized in accordance with FAR 13.303-2(c)(3), which reads, in part, as follows:

"BPAs may be established with Federal Supply Schedule Contractors, if not inconsistent with the terms of the applicable schedule contract."

Federal Supply Schedule contracts contain BPA provisions to enable schedule users to maximize their administrative and purchasing savings. This feature permits schedule users to set up "accounts" with Schedule Contractors to fill recurring requirements. These accounts establish a period for the BPA and generally address issues such as the frequency of ordering and invoicing, authorized callers, discounts, delivery locations and times. Agencies may qualify for the best quantity/volume discounts available under the contract, based on the potential volume of business that may be generated through such an agreement, regardless of the size of the individual orders. In addition, agencies may be able to secure a discount higher than that available in the contract based on the aggregate volume of business possible under a BPA. Finally, Contractors may be open to a progressive type of discounting where the discount would increase once the sales accumulated under the BPA reach certain prescribed levels. Use of a BPA may be particularly useful with the new Maximum Order feature. See the Suggested Format, contained in this Schedule Pricelist, for customers to consider when using this purchasing tool.

## **21. CONTRACTOR TEAM ARRANGEMENTS**

Contractors participating in contractor team arrangements must abide by all terms and conditions of their respective contracts. This includes compliance with Clauses 552.238-74, Industrial Funding Fee and Sales Reporting, i.e., each contractor (team member) must report sales and remit the IFF for all products and services provided under its individual contract.

## **22. INSTALLATION, DEINSTALLATION, REINSTALLATION**

The Davis-Bacon Act (40 U.S.C. 276a-276a-7) provides that contracts in excess of \$2,000 to which the United States or the District of Columbia is a party for construction, alteration, or repair (including painting and decorating) of public buildings or public works with the United States, shall contain a clause that no laborer or mechanic employed directly upon the site of the work shall receive less than the prevailing wage rates as determined by the Secretary of Labor. The requirements of the Davis-Bacon Act do not apply if the construction work is incidental to the furnishing of supplies, equipment, or services. For example, the requirements do not apply to simple installation or alteration of a public building or public work that is incidental to furnishing supplies or equipment under a supply contract. However, if the construction, alteration or repair is segregable and exceeds \$2,000, then the requirements of the Davis-Bacon Act apply.

The ordering activity issuing the task order against this contract will be responsible for proper administration and enforcement of the Federal labor standards covered by the Davis-Bacon Act. The proper Davis-Bacon wage determination will be issued by the ordering activity at the time a request for quotations is made for applicable construction classified installation, deinstallation, and reinstallation services under SIN 132-8.

## **23. SECTION 508 COMPLIANCE.**

If applicable, Section 508 compliance information on the supplies and services in this contract are available in Electronic and Information Technology (EIT) at the following:

[www.issi-software.com](http://www.issi-software.com)

The EIT standard can be found at: [www.Section508.gov/](http://www.Section508.gov/).

**24. PRIME CONTRACTOR ORDERING FROM FEDERAL SUPPLY SCHEDULES.**

Prime Contractors (on cost reimbursement contracts) placing orders under Federal Supply Schedules, on behalf of an ordering activity, shall follow the terms of the applicable schedule and authorization and include with each order

—

(a) A copy of the authorization from the ordering activity with whom the contractor has the prime contract (unless a copy was previously furnished to the Federal Supply Schedule contractor); and

(b) The following statement:

This order is placed under written authorization from 12/18/2004 dated 12/17/2009. In the event of any inconsistency between the terms and conditions of this order and those of your Federal Supply Schedule contract, the latter will govern.

**25. INSURANCE—WORK ON A GOVERNMENT INSTALLATION (JAN 1997)(FAR 52.228-5)**

(a) The Contractor shall, at its own expense, provide and maintain during the entire performance of this contract, at least the kinds and minimum amounts of insurance required in the Schedule or elsewhere in the contract.

(b) Before commencing work under this contract, the Contractor shall notify the Contracting Officer in writing that the required insurance has been obtained. The policies evidencing required insurance shall contain an endorsement to the effect that any cancellation or any material change adversely affecting the Government's interest shall not be effective—

(1) For such period as the laws of the State in which this contract is to be performed prescribe; or

(2) Until 30 days after the insurer or the Contractor gives written notice to the Contracting Officer, whichever period is longer.

(c) The Contractor shall insert the substance of this clause, including this paragraph (c), in subcontracts under this contract that require work on a Government installation and shall require subcontractors to provide and maintain the insurance required in the Schedule or elsewhere in the contract. The Contractor shall maintain a copy of all subcontractors' proofs of required insurance, and shall make copies available to the Contracting Officer upon request.

**TERMS AND CONDITIONS APPLICABLE TO  
PERPETUAL SOFTWARE LICENSES (SPECIAL ITEM NUMBER 132-33) AND  
MAINTENANCE (SPECIAL ITEM NUMBER 132-34) OF GENERAL PURPOSE  
COMMERCIAL INFORMATION TECHNOLOGY SOFTWARE**

**1. INSPECTION/ACCEPTANCE**

The Contractor shall only tender for acceptance those items that conform to the requirements of this contract. The ordering activity reserves the right to inspect or test any software that has been tendered for acceptance. The ordering activity may require repair or replacement of nonconforming software at no increase in contract price. The ordering activity must exercise its post acceptance rights (1) within a reasonable time after the defect was discovered or should have been discovered; and (2) before any substantial change occurs in the condition of the software, unless the change is due to the defect in the software.

**2. GUARANTEE/WARRANTY**

a. Unless specified otherwise in this contract, the Contractor's standard commercial guarantee/warranty as stated in the contract's commercial pricelist will apply to this contract.

90 days warranty and other warranties are negotiated when a specific sale takes place.

Manufacturer warrants that all unmodified Software will substantially conform to Manufacturer 's published specifications(as set forth in the user documentation) prevailing at shipment for a period of one-hundred twenty (120) days from shipment of the initial release provided. Manufacturer does not warrant the Software will be error free or that all errors will be remedied. Manufacturer s and/or its licensors' entire liability and Customer's exclusive remedy under this warranty shall be for Manufacturer to make reasonable efforts to remedy any such material non-conformance reported in writing within the warranty period. In the event of failure of such remedy after reasonable efforts, Manufacturer may provide a refund of the license fees paid for the Software and terminate this Agreement. NEITHER OUTSTART NOR ANY OF ITS LICENSORS MAKES ANY OTHER REPRESENTATION OR WARRANTY REGARDING THE SOFTWARE, INCLUDING EXPRESS OR IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

b. The Contractor warrants and implies that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract.

c. Limitation of Liability. Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the ordering activity for consequential damages resulting from any defect or deficiencies in accepted items.

**3. TECHNICAL SERVICES**

The Contractor, without additional charge to the ordering activity, shall provide a hot line technical support number 877-808-4774 for the purpose of providing user assistance and guidance in the implementation of the software. The technical support number is available from 8 A.M to 5 P.M (Eastern)

**4. SOFTWARE MAINTENANCE**

a. Software maintenance service shall include the following:

Periodic Updates, hot fixes, newsletters of upcoming changes

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b. Invoices for maintenance service shall be submitted by the Contractor on a quarterly or monthly basis, after the completion of such period. Maintenance charges must be paid in arrears (31 U.S.C. 3324). PROMPT PAYMENT DISCOUNT, IF APPLICABLE, SHALL BE SHOWN ON THE INVOICE.

## **5. PERIODS OF PERPECTUAL SOFTWARE LICENSES (132-33) AND MAINTENANCE (132-34)**

- a. The Contractor shall honor orders for periods for the duration of the contract period or a lessor period of time.
- b. Maintenance may be discontinued by the ordering activity on thirty (30) calendar days written notice to the Contractor.
- c. Annual Funding. When annually appropriated funds are cited on an order for maintenance, the period of the maintenance shall automatically expire on September 30 of the contract period, or at the end of the contract period, whichever occurs first. Renewal of maintenance orders citing the new appropriation shall be required, if the maintenance is to be continued during any remainder of the contract period.
- d. Cross-Year Funding Within Contract Period. Where an ordering activity's specific appropriation authority provides for funds in excess of a 12 month (fiscal year) period, the ordering activity may place an order under this schedule contract for a period up to the expiration of the contract period, notwithstanding the intervening fiscal years.
- e. Ordering activities should notify the Contractor in writing thirty (30) calendar days prior to the expiration of an order, if the maintenance is to be terminated at that time. Orders for the continuation of maintenance will be required if the maintenance is to be continued during the subsequent period.

## **6. UTILIZATION LIMITATIONS - (132-33, AND 132-34)**

- a. Software acquisition is limited to commercial computer software defined in FAR Part 2.101.
- b. When acquired by the ordering activity, commercial computer software and related documentation so legend shall be subject to the following:
  - (1) Title to and ownership of the software and documentation shall remain with the Contractor, unless otherwise specified.
  - (2) Software licenses are by site and by ordering activity. An ordering activity is defined as a cabinet level or independent ordering activity. The software may be used by any subdivision of the ordering activity (service, bureau, division, command, etc.) that has access to the site the software is placed at, even if the subdivision did not participate in the acquisition of the software. Further, the software may be used on a sharing basis where multiple agencies have joint projects that can be satisfied by the use of the software placed at one ordering activity's site. This would allow other agencies access to one ordering activity's database. For ordering activity public domain databases, user agencies and third parties may use the computer program to enter, retrieve, analyze and present data. The user ordering activity will take appropriate action by instruction, agreement, or otherwise, to protect the Contractor's proprietary property with any third parties that are permitted access to the computer programs and documentation in connection with the user ordering activity's permitted use of the computer programs and documentation. For purposes of this section, all such permitted third parties shall be deemed agents of the user ordering activity.
  - (3) Except as is provided in paragraph 8.b(2) above, the ordering activity shall not provide or otherwise make available the software or documentation, or any portion thereof, in any form, to any third party without the prior written approval of the Contractor. Third parties do not include prime Contractors, subcontractors and agents of the ordering activity who have the ordering activity's permission to use the licensed software and documentation at the facility, and who have agreed to use the licensed software and documentation only in accordance with these restrictions. This provision does not limit the right of the ordering activity to use software, documentation, or information therein, which the ordering activity may already have or obtains without restrictions.
  - (4) The ordering activity shall have the right to use the computer software and documentation with the computer for which it is acquired at any other facility to which that computer may be transferred, or in cases of disaster recovery, the ordering activity has the right to transfer the software to another site if the ordering activity site for which it is acquired is deemed to be unsafe for ordering activity personnel; to use the computer software and documentation with a backup computer when the primary computer is inoperative; to copy computer programs for safekeeping (archives) or backup purposes; to transfer a copy of the software to another site for purposes of benchmarking new hardware and/or software; and to modify

the software and documentation or combine it with other software, provided that the unmodified portions shall remain subject to these restrictions.

(5) "Commercial Computer Software" may be marked with the Contractor's standard commercial restricted rights legend, but the schedule contract and schedule pricelist, including this clause, "Utilization Limitations" are the only governing terms and conditions, and shall take precedence and supersede any different or additional terms and conditions included in the standard commercial legend.

#### **7. SOFTWARE CONVERSIONS - (132-33)**

Full monetary credit will be allowed to the ordering activity when conversion from one version of the software to another is made as the result of a change in operating system , or from one computer system to another. Under a perpetual license (132-33), the purchase price of the new software shall be reduced by the amount that was paid to purchase the earlier version.

#### **10. DESCRIPTIONS AND EQUIPMENT COMPATIBILITY**

The Contractor shall include, in the schedule pricelist, a complete description of each software product and a list of equipment on which the software can be used. Also, included shall be a brief, introductory explanation of the modules and documentation which are offered.

#### **11. RIGHT-TO-COPY PRICING**

The Contractor shall insert the discounted pricing for right-to-copy licenses.

**TERMS AND CONDITIONS APPLICABLE TO PURCHASE OF  
TRAINING COURSES FOR GENERAL PURPOSE COMMERCIAL  
INFORMATION TECHNOLOGY EQUIPMENT AND SOFTWARE  
(SPECIAL ITEM NUMBER 132-50)**

**1. SCOPE**

- a. The Contractor shall provide training courses normally available to commercial customers, which will permit ordering activity users to make full, efficient use of general purpose commercial IT products. Training is restricted to training courses for those products within the scope of this solicitation.
- b. The Contractor shall provide training at the Contractor's facility and/or at the ordering activity's location, as agreed to by the Contractor and the ordering activity.

**2. ORDER**

Written orders, EDI orders (GSA Advantage! and FACNET), credit card orders, and orders placed under blanket purchase agreements (BPAs) shall be the basis for the purchase of training courses in accordance with the terms of this contract. Orders shall include the student's name, course title, course date and time, and contracted dollar amount of the course.

**3. TIME OF DELIVERY**

The Contractor shall conduct training on the date (time, day, month, and year) agreed to by the Contractor and the ordering activity.

**4. CANCELLATION AND RESCHEDULING**

- a. The ordering activity will notify the Contractor at least seventy-two (72) hours before the scheduled training date, if a student will be unable to attend. The Contractor will then permit the ordering activity to either cancel the order or reschedule the training at no additional charge. In the event the training class is rescheduled, the ordering activity will modify its original training order to specify the time and date of the rescheduled training class.
- b. In the event the ordering activity fails to cancel or reschedule a training course within the time frame specified in paragraph a, above, the ordering activity will be liable for the contracted dollar amount of the training course. The Contractor agrees to permit the ordering activity to reschedule a student who fails to attend a training class within ninety (90) days from the original course date, at no additional charge.
- c. The ordering activity reserves the right to substitute one student for another up to the first day of class.
- d. In the event the Contractor is unable to conduct training on the date agreed to by the Contractor and the ordering activity, the Contractor must notify the ordering activity at least seventy-two (72) hours before the scheduled training date.

**5. FOLLOW-UP SUPPORT**

The Contractor agrees to provide each student with unlimited telephone support for a period of one (1) year from the completion of the training course. During this period, the student may contact the Contractor's instructors for refresher assistance and answers to related course curriculum questions.

**6. PRICE FOR TRAINING**

The price that the ordering activity will be charged will be the ordering activity training price in effect at the time of order placement, or the ordering activity price in effect at the time the training course is conducted, whichever is less.



## **7. INVOICES AND PAYMENT**

Invoices for training shall be submitted by the Contractor after ordering activity completion of the training course. Charges for training must be paid in arrears (31 U.S.C. 3324). PROMPT PAYMENT DISCOUNT, IF APPLICABLE, SHALL BE SHOWN ON THE INVOICE.

## **8. FORMAT AND CONTENT OF TRAINING**

- a. The Contractor shall provide written materials (i.e., manuals, handbooks, texts, etc.) normally provided with course offerings. Such documentation will become the property of the student upon completion of the training class.
- b. **\*\*If applicable\*\*** For hands-on training courses, there must be a one-to-one assignment of IT equipment to students.
- c. The Contractor shall provide each student with a Certificate of Training at the completion of each training course.
- d. The Contractor shall provide the following information for each training course offered:
  - (1) The course title and a brief description of the course content, to include the course format (e.g., lecture, discussion, hands-on training);
  - (2) The length of the course;
  - (3) Mandatory and desirable prerequisites for student enrollment;
  - (4) The minimum and maximum number of students per class;
  - (5) The locations where the course is offered;
  - (6) Class schedules; and
  - (7) Price (per student, per class (if applicable)).
- e. For those courses conducted at the ordering activity's location, instructor travel charges (if applicable), including mileage and daily living expenses, must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Contractors cannot use GSA city pair contracts.

## **9. "NO CHARGE" TRAINING**

The Contractor shall describe any training provided with equipment and/or software provided under this contract, free of charge, in the space provided below.

None

**TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT)  
PROFESSIONAL SERVICES (SPECIAL ITEM NUMBER 132-51) AND  
ELECTRONIC COMMERCE (EC) SERVICES (SPECIAL ITEM NUMBER 132-52)**

**1. SCOPE**

- a. The prices, terms and conditions stated under Special Item Number 132-51 Information Technology Professional Services and Special Item Number 132-52 Electronic Commerce Services apply exclusively to IT/EC Services within the scope of this Information Technology Schedule.
- b. The Contractor shall provide services at the Contractor's facility and/or at the ordering activity location, as agreed to by the Contractor and the ordering activity.

**2. PERFORMANCE INCENTIVES**

- a. Performance incentives may be agreed upon between the Contractor and the ordering activity on individual fixed price orders or Blanket Purchase Agreements under this contract in accordance with this clause.
- b. The ordering activity must establish a maximum performance incentive price for these services and/or total solutions on individual orders or Blanket Purchase Agreements.
- c. Incentives should be designed to relate results achieved by the contractor to specified targets. To the maximum extent practicable, ordering activities shall consider establishing incentives where performance is critical to the ordering activity's mission and incentives are likely to motivate the contractor. Incentives shall be based on objectively measurable tasks.

**3. ORDERING PROCEDURES FOR SERVICES (REQUIRING A STATEMENT OF WORK)  
(G-FCI-920) (MAR 2003)**

FAR 8.402 contemplates that GSA may occasionally find it necessary to establish special ordering procedures for individual Federal Supply Schedules or for some Special Item Numbers (SINs) within a Schedule. GSA has established special ordering procedures for services that require a Statement of Work. These special ordering procedures take precedence over the procedures in FAR 8.404 (b)(2) through (b)(3).

When ordering services over \$100,000, Department of Defense (DOD) ordering offices and non-DOD agencies placing orders on behalf of the DOD must follow the policies and procedures in the Defense Federal Acquisition Regulation Supplement (DFARS) 208.404-70 – Additional ordering procedures for services. When DFARS 208.404-70 is applicable and there is a conflict between the ordering procedures contained in this clause and the additional ordering procedures for services in DFARS 208.404-70, the DFARS procedures take precedence. GSA has determined that the prices for services contained in the contractor's price list applicable to this Schedule are fair and reasonable. However, the ordering activity using this contract is responsible for considering the level of effort and mix of labor proposed to perform a specific task being ordered and for making a determination that the total firm-fixed price or ceiling price is fair and reasonable.

- (a) When ordering services, ordering activities shall—
  - (1) Prepare a Request (Request for Quote or other communication tool):
    - (i) A statement of work (a performance-based statement of work is preferred) that outlines, at a minimum, the work to be performed, location of work, period of performance, deliverable schedule, applicable standards, acceptance criteria, and any special requirements (i.e., security clearances, travel, special knowledge, etc.) should be prepared.
    - (ii) The request should include the statement of work and request the contractors to submit either a firm-fixed price or a ceiling price to provide the services outlined in the statement of work. A firm-fixed price order shall be requested, unless the ordering activity makes a determination that

it is not possible at the time of placing the order to estimate accurately the extent or duration of the work or to anticipate cost with any reasonable degree of confidence. When such a determination is made, a labor hour or time-and-materials proposal may be requested. The firm-fixed price shall be based on the rates in the schedule contract and shall consider the mix of labor categories and level of effort required to perform the services described in the statement of work. The firm-fixed price of the order should also include any travel costs or other incidental costs related to performance of the services ordered, unless the order provides for reimbursement of travel costs at the rates provided in the Federal Travel or Joint Travel Regulations. A ceiling price must be established for labor-hour and time-and-materials orders.

(iii) The request may ask the contractors, if necessary or appropriate, to submit a project plan for performing the task, and information on the contractor's experience and/or past performance performing similar tasks.

(iv) The request shall notify the contractors what basis will be used for selecting the contractor to receive the order. The notice shall include the basis for determining whether the contractors are technically qualified and provide an explanation regarding the intended use of any experience and/or past performance information in determining technical qualification of responses. If consideration will be limited to schedule contractors who are small business concerns as permitted by paragraph (2) below, the request shall notify the contractors that will be the case.

(2) Transmit the Request to Contractors:

Based upon an initial evaluation of catalogs and price lists, the ordering activity should identify the contractors that appear to offer the best value (considering the scope of services offered, pricing and other factors such as contractors' locations, as appropriate) and transmit the request as follows:

NOTE: When buying IT professional services under SIN 132—51 ONLY, the ordering office, at its discretion, may limit consideration to those schedule contractors that are small business concerns. This limitation is not applicable when buying supplies and/or services under other SINs as well as SIN 132-51. The limitation may only be used when at least three (3) small businesses that appear to offer services that will meet the agency's needs are available, if the order is estimated to exceed the micro-purchase threshold.

(i) The request should be provided to at least three (3) contractors if the proposed order is estimated to exceed the micro-purchase threshold, but not exceed the maximum order threshold.

(ii) For proposed orders exceeding the maximum order threshold, the request should be provided to additional contractors that offer services that will meet the ordering activity's needs.

(iii) In addition, the request shall be provided to any contractor who specifically requests a copy of the request for the proposed order.

(iv) Ordering activities should strive to minimize the contractors' costs associated with responding to requests for quotes for specific orders. Requests should be tailored to the minimum level necessary for adequate evaluation and selection for order placement. Oral presentations should be considered, when possible.

(3) Evaluate Responses and Select the Contractor to Receive the Order:

After responses have been evaluated against the factors identified in the request, the order should be placed with the schedule contractor that represents the best value. (See FAR 8.404)

(b) The establishment of Federal Supply Schedule Blanket Purchase Agreements (BPAs) for recurring services is permitted when the procedures outlined herein are followed. All BPAs for services must define the services that may be ordered under the BPA, along with delivery or performance time frames, billing procedures, etc. The potential volume of orders under BPAs, regardless of the size of individual orders, may offer the ordering activity the opportunity to secure volume discounts. When establishing BPAs, ordering activities shall—

(1) Inform contractors in the request (based on the ordering activity's requirement) if a single BPA or multiple BPAs will be established, and indicate the basis that will be used for selecting the contractors to be awarded the BPAs.

(i) **SINGLE BPA:** Generally, a single BPA should be established when the ordering activity can define the tasks to be ordered under the BPA and establish a firm-fixed price or ceiling price for individual tasks or services to be ordered. When this occurs, authorized users may place the order directly under the established BPA when the need for service arises. The schedule contractor that represents the best value should be awarded the BPA. (See FAR 8.404)

(ii) **MULTIPLE BPAs:** When the ordering activity determines multiple BPAs are needed to meet its requirements, the ordering activity should determine which contractors can meet any technical qualifications before establishing the BPAs. When establishing the BPAs, the procedures in (a)(2) above must be followed. The procedures at (a)(2) do not apply to orders issued under multiple BPAs. Authorized users must transmit the request for quote for an order to all BPA holders and then place the order with the Schedule contractor that represents the best value.

(2) **Review BPAs Periodically:** Such reviews shall be conducted at least annually. The purpose of the review is to determine whether the BPA still represents the best value. (See FAR 8.404)

(c) The ordering activity should give preference to small business concerns when two or more contractors can provide the services at the same firm-fixed price or ceiling price.

(d) When the ordering activity's requirement involves both products as well as executive, administrative and/or professional, services, the ordering activity should total the prices for the products and the firm-fixed price for the services and select the contractor that represents the best value. (See FAR 8.404)

(e) The ordering activity, at a minimum, should document orders by identifying the contractor from which the services were purchased, the services purchased, and the amount paid. If other than a firm-fixed price order is placed, such documentation should include the basis for the determination to use a labor-hour or time-and-materials order. For ordering activity requirements in excess of the micro-purchase threshold, the order file should document the evaluation of Schedule contractors' quotes that formed the basis for the selection of the contractor that received the order and the rationale for any trade-offs made in making the selection.

#### **4. ORDER**

a. Agencies may use written orders, EDI orders, blanket purchase agreements, individual purchase orders, or task orders for ordering services under this contract. Blanket Purchase Agreements shall not extend beyond the end of the contract period; all services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of the order. Orders for tasks which extend beyond the fiscal year for which funds are available shall include FAR 52.232-19 (Deviation – May 2003) Availability of Funds for the Next Fiscal Year. The purchase order shall specify the availability of funds and the period for which funds are available.

b. All task orders are subject to the terms and conditions of the contract. In the event of conflict between a task order and the contract, the contract will take precedence.

#### **5. PERFORMANCE OF SERVICES**

a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.

b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.

c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.

d. Any Contractor travel required in the performance of IT/EC Services must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts.

## **6. STOP-WORK ORDER (FAR 52.242-15) (AUG 1989)**

(a) The Contracting Officer may, at any time, by written order to the Contractor, require the Contractor to stop all, or any part, of the work called for by this contract for a period of 90 days after the order is delivered to the Contractor, and for any further period to which the parties may agree. The order shall be specifically identified as a stop-work order issued under this clause. Upon receipt of the order, the Contractor shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the order during the period of work stoppage. Within a period of 90 days after a stop-work is delivered to the Contractor, or within any extension of that period to which the parties shall have agreed, the Contracting Officer shall either-

- (1) Cancel the stop-work order; or
- (2) Terminate the work covered by the order as provided in the Default, or the Termination for Convenience of the Government, clause of this contract.

(b) If a stop-work order issued under this clause is canceled or the period of the order or any extension thereof expires, the Contractor shall resume work. The Contracting Officer shall make an equitable adjustment in the delivery schedule or contract price, or both, and the contract shall be modified, in writing, accordingly, if-

- (1) The stop-work order results in an increase in the time required for, or in the Contractor's cost properly allocable to, the performance of any part of this contract; and
- (2) The Contractor asserts its right to the adjustment within 30 days after the end of the period of work stoppage; provided, that, if the Contracting Officer decides the facts justify the action, the Contracting Officer may receive and act upon the claim submitted at any time before final payment under this contract.

(c) If a stop-work order is not canceled and the work covered by the order is terminated for the convenience of the Government, the Contracting Officer shall allow reasonable costs resulting from the stop-work order in arriving at the termination settlement.

(d) If a stop-work order is not canceled and the work covered by the order is terminated for default, the Contracting Officer shall allow, by equitable adjustment or otherwise, reasonable costs resulting from the stop-work order.

## **7. INSPECTION OF SERVICES**

The Inspection of Services-Fixed Price (AUG 1996) (Deviation – May 2003) clause at FAR 52.246-4 applies to firm-fixed price orders placed under this contract. The Inspection-Time-and-Materials and Labor-Hour (JAN 1986) (Deviation – May 2003) clause at FAR 52.246-6 applies to time-and-materials and labor-hour orders placed under this contract.

## **8. RESPONSIBILITIES OF THE CONTRACTOR**

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character. If the end product of a task order is software, then FAR 52.227-14 (Deviation – May 2003) Rights in Data – General, may apply.

## **9. RESPONSIBILITIES OF THE ORDERING ACTIVITY**

Subject to security regulations, the ordering activity shall permit Contractor access to all facilities necessary to perform the requisite IT/EC Services.

## **10. INDEPENDENT CONTRACTOR**

All IT/EC Services performed by the Contractor under the terms of this contract shall be as an independent Contractor, and not as an agent or employee of the ordering activity.

## **11. ORGANIZATIONAL CONFLICTS OF INTEREST**

### **a. Definitions.**

“Contractor” means the person, firm, unincorporated association, joint venture, partnership, or corporation that is a party to this contract.

“Contractor and its affiliates” and “Contractor or its affiliates” refers to the Contractor, its chief executives, directors, officers, subsidiaries, affiliates, subcontractors at any tier, and consultants and any joint venture involving the Contractor, any entity into or with which the Contractor subsequently merges or affiliates, or any other successor or assignee of the Contractor.

An “Organizational conflict of interest” exists when the nature of the work to be performed under a proposed ordering activity contract, without some restriction on ordering activities by the Contractor and its affiliates, may either (i) result in an unfair competitive advantage to the Contractor or its affiliates or (ii) impair the Contractor’s or its affiliates’ objectivity in performing contract work.

b. To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the ordering activity, ordering activities may place restrictions on the Contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors at any tier when placing orders against schedule contracts. Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize, or mitigate organizational conflicts of interest that might otherwise exist in situations related to individual orders placed against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508.

## **12. INVOICES**

The Contractor, upon completion of the work ordered, shall submit invoices for IT/EC services. Progress payments may be authorized by the ordering activity on individual orders if appropriate. Progress payments shall be based upon completion of defined milestones or interim products. Invoices shall be submitted monthly for recurring services performed during the preceding month.

## **13. PAYMENTS**

For firm-fixed price orders the ordering activity shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003) applies to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts at FAR 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003)) applies to labor-hour orders placed under this contract.

## **14. RESUMES**

Resumes shall be provided to the GSA Contracting Officer or the user ordering activity upon request.

## **15. INCIDENTAL SUPPORT COSTS**

Incidental support costs are available outside the scope of this contract. The costs will be negotiated separately with the ordering activity in accordance with the guidelines set forth in the FAR.

## **16. APPROVAL OF SUBCONTRACTS**

The ordering activity may require that the Contractor receive, from the ordering activity's Contracting Officer, written consent before placing any subcontract for furnishing any of the work called for in a task order.

## COTS Products and Services Price List

The products described below are organized by vendor.

### ***International Software Systems Inc. IT Products and Services***

#### **1. SPECIAL ITEM NUMBER 132-33 – Permanent Software Licenses**

##### **Bio-Medical Equipment Tracking (BMET)**

BEMT is an off-the shelf product which can be installed and put to use right away. This product is of immense value to all bio-medical departments in all U.S. hospitals.

Bio-Medical Equipment is aiding significantly in the diagnosis and treatment of millions of patients each year in USA. The equipment is also becoming more expensive both from capital cost as well as maintenance not to mention the risk and associated liability due to poor tracking systems. It was developed by a group of BME technicians with over 40 years of hospital experience. The primary users are the maintenance and bio-medical departments in hospitals of all sizes and locations.

The BMET helps track both preventive and repair maintenance records in addition to costs, times, and equipment inventory. The software operates on an IBM compatible 386, 55 MHz, 32MB RAM, 200 MB of disk space or higher PC. It can be installed either on a standalone PC for single user or on a local area network for multi-user access. BMET is designed for the busy maintenance department personnel who have to maintain both the equipment in top notch condition due to its life saving nature and the records to meet a variety of regulatory and accreditation requirements such as JCAHO.

BMET's Windows based screens are easy to enter data for incoming new equipment, equipment changes, PM routines, and repair orders. Equally easy is to upkeep the procedures, check lists, tech details, details covering requesting cost centers. BMET's Reports provide the needed information to manage the expensive and scarce technicians' valuable time and mission critical equipment.

The software is developed in such a way to facilitate easy transfer of the details from the old and outdated DOS database. Similarly, if special analysis is required either by Finance or Materials Management department, the details from BMET database can be easily exported. The import and export features save countless hours of operator's time that can be productively used to perform other activities in the department.

BMET's other benefits include: help make equipment replacement decisions, cost-benefit analysis, evaluation of alternate vendors, pay-for-performance plans for the staff to motivate and retain valuable staff and provide reports to higher levels of hospital management.

The software comes with warranties, periodic upgrades and 7x24 customer support access phone line under annual software maintenance. It is easy to install and operate. Additional installation and training support is optional. (See Attachment 4 for Brochure)

The price of the software is based on the size of the hospital expressed in number of licensed beds. The annual software maintenance fee is approximately 15% of the software price and is determined based on the software industry practice. The price list for the software and the annual maintenance is listed below.

<b>Hospital Bed Size</b>	<b>Software Price</b>	<b>Annual Maintenance</b>	<b>GSA Discount</b>
Under 75 beds	\$ 2,995	\$450	5% on price and Maintenance
75 to 199 beds	\$ 4,995	\$750	5% on price and Maintenance
200 to 399 beds	\$ 7,995	\$ 1200	5% on price and Maintenance

Hospital Bed Size	Software Price	Annual Maintenance	GSA Discount
400 to 699 beds	\$ 9,995	\$ 1,500	5% on price and Maintenance
Over 700 beds	\$ 12,995	\$ 1,900	5% on price and Maintenance
Saturday			10:00 AM - 4:00 PM

## Courses Descriptions:

### 2. SPECIAL ITEM NUMBER 132-51 – IT Professional Services

FPDS Code D302	IT Systems Development Services
FPDS Code D306	IT Systems Analysis Services
FPDS Code D307	Automated Information Systems Design and Integration Services
FPDS Code D311	IT Data Conversion Services
FPDS Code D316	IT Network Management Services

Note: All non-professional labor categories must be incidental to and used solely to support hardware, software and/or professional services, and cannot be purchased separately.

ISSI has been providing a broad range of high technology support to many U.S. Government customers such as Department of Defense (DoD), Department of Housing and Urban Development (HUD) and Department of Commerce (DoC). Other customers include: private and non-profit organizations.

## Labor Category Descriptions

### **COMMERCIAL JOB TITLE: GSA001 - Administrative Support**

Minimum/General Experience: 2 years experience in administrative position. Types and proofreads correspondence, reports, and documentation. Maintains filing system for department. Answers telephones, responds to routine questions/requests, greets visitors, schedules meetings, mail distribution, and makes travel arrangements

Functional Responsibility: Performs high level secretarial work under the general supervision of manager.

Minimum Education: High School Diploma

### **COMMERCIAL JOB TITLE: GSA002 - Computer Systems Security Specialist**

Minimum/General Experience: A minimum of 4 years of progressively more difficult systems experience with 2 years experience within the last 3 years in software testing, installation, configuration and system problem resolution of computer operating systems. (b) Working knowledge of state of the art computer systems hardware applicable to the site supported, and software techniques and concepts including: servers, repeaters, bridges, routers, gateways, DECNet, TCP/IP and Ethernet. (c) Demonstrated ability in the analysis, design, development, testing and implementation of operating system and application solutions. (d) Demonstrated ability to determine network and application performance, evaluate and diagnose network performance issues and recommend and implement solutions for network performance improvement, in the operating system environment applicable to the site supported. (e) Working knowledge of operating system administration including: security, system and disk management, hardware maintenance and activity and performance monitoring. (f) Working knowledge of the basic principles of business systems information system and engineering disciplines. (g) Demonstrated ability to interface and coordinate efforts of technical and non-technical personnel involved in architecting operating system solutions for the operating system applicable to the site supported, to satisfy business information systems needs. (h)

Functional Responsibility: Responsible for all system administration and management including daily system operation, for the computer operating system applicable to the site supported. Must be adept at problem identification and resolution. Must be capable of documenting operating system problems and developing solutions.



Experience in operating system and third party software testing, customization and installation. Minimum job qualifications are:

Minimum Education: A 4-year college degree in a business, computer science, information systems or related field or equivalent experience and certifications.

***COMMERCIAL JOB TITLE: GSA003 – Consultant***

Minimum/General Experience: A minimum of 6 years of progressively more difficult experience in developing, researching, testing, implementing and/or integrating new information technology to support existing business systems.

Functional Responsibility: Responsible for identifying new and emerging technology to support strategic planning initiatives required to meet business needs. Conducts assessments, evaluations, selections, site surveys, requirements analysis and definition, technology prototyping, and cost analyses related to information technology.

Minimum Education: A four year college degree or equivalent experience in information systems, business, computer science, or related field.

***COMMERCIAL JOB TITLE: GSA004 - Cost Estimator***

Minimum/General Experience: two years of project cost estimating experience is desirable.

Functional Responsibility: Estimates cost of software development activities based on contract scope, functional requirements, constraints, and design. Understanding of the Software Development Life-Cycle and program scheduling and estimating techniques required.

Minimum Education: A Bachelor's degree or equivalent training and experience in accounting, business or other related disciplines.

***COMMERCIAL JOB TITLE: GSA005 - Data Entry Clerk***

Minimum/General Experience: 2 years of experience related to keyboard based data entry both alpha and numeric data. Accuracy and speed are key factors in the overall performance of the duties. Functional Responsibility: Software industry exposure is a plus.

Functional Responsibility: Ordering and reporting, maintenance of security records, word processing, data transcription, filing and other miscellaneous duties.

Minimum Education: High school Diploma.

***COMMERCIAL JOB TITLE: GSA006 - Data Management Specialist***

Minimum/General Experience: Ten years of progressively more complex experience in areas of systems analysis/programming and data communications. Three years of experience with database management systems. Data Management Specialist directs systems analyses and feasibility studies. Assist customer in the planning and coordinating acquisition and implementation of systems. Analyzes proposed and existing system used in processing applications in terms of data communications and database management/structure, requirements and costs. Prepares studies and gives presentations on current data communications concepts. Prepares functional specifications for acquiring commercially available equipment. Consults with user management to ensure that problems are properly identified and solutions meet the requirements.

Functional Responsibility: Software and database analysis and design with an emphasis on data structures and reporting.

Minimum Education: A Bachelor of Science or equivalent training and experience in a recognized engineering, scientific, technical or business management discipline from an accredited college or university is required.

***COMMERCIAL JOB TITLE: GSA007 - Documentation Specialist***

Minimum/General Experience: Position requires analyses and writing skills of various degrees related to information resources. Possesses and applies comprehensive knowledge to provide technical review and expertise when required. Must possess and apply comprehensive knowledge of information system management. Able to plan and carry out complex written projects to completion. Possesses a minimum of five years of technical writing experience.

Functional Responsibility: Develops, writes, and edits material for reports, manuals, briefs, proposals, instruction books, catalogs, and related technical and administrative publications concerned with work methods and procedures, and installation, operations and enhancement of equipment. Interviews production and other personnel and reads journals, reports and other material to become familiar with product technologies and production methods. Reviews manufacturer's and trade catalogs, drawings and other data relative to operation and enhancement of equipment. Organizes material and completes writing assignments with regard to order, clarity, conciseness, style, and terminology.

Minimum Education: A Bachelor of Science or equivalent training in a recognized Arts or business management or English Language discipline from an accredited college or university is required.

***COMMERCIAL JOB TITLE: GSA008 - Engineering Manager***

Minimum/General Experience: 3 -5 years of experience and extensive knowledge of engineering concepts, procedures and practices. Develops and refines new engineering techniques to enhance quality and productivity.

Functional Responsibility: Establishes performance and technical standards. Generates and approves project and testing specifications. Schedules and allocates work, provides advice and guidance, and resolves problems to meet performance and financial objectives. May lead or coordinate complex task/project teams.

Minimum Education: Bachelors degree or equivalent training in a technical discipline and 10+ years directly related work experience.

***COMMERCIAL JOB TITLE: GSA009 - Functional Applications Specialist***

Minimum/General Experience: 2 – 4 years of experience and Supports the integration of certain enterprise applications (such as PeopleSoft or Oracle). Responsible for identifying and documenting all specific functional requirements associated with implementing the application. Develops a comprehensive functional description of current and future system and process requirements through structured interviews, focus groups, documentation review and other data gathering techniques. Interfaces with technical personnel to identify specific system requirements and risks

Functional Responsibility: Works directly with agency/organization functional staff members to identify specific application views and data requirements to ensure that the final system incorporates required functionality.

Minimum Education: : Bachelors Degree or equivalent training in related functional area; 5+ years of directly related functional experience; 2+ years of specific application (such as PeopleSoft or Oracle) functional requirements development.

***COMMERCIAL JOB TITLE: GSA010 - Help Desk Manager***

Minimum/General Experience: Three to five years as a help desk specialist with progressive responsibility.

Functional Responsibility: Develops guidelines for response times, monitors the activity, balances the workload to ensure the service levels are above the pre-defined thresholds; analyzes the customer call and follow-up logs and provides feedback to the help desk staff; conducts periodic surveys to collect data on customer satisfaction. Be able to motivate and sustain the motivation levels for staff, provides them adequate relief to minimize burnout.

Minimum Education: Associates Degree or equivalent experience, help desk protocols and procedures training, product related training, and management training.

***COMMERCIAL JOB TITLE: GSA011 - Help Desk Specialist***

Minimum/General Experience: 5 to 8 years as a help desk specialist / manager with progressive responsibility.

Functional Responsibility: Follow guidelines for response times, review and respond to unanswered calls from the logs and documented problems that could not be solved; review and revise the problem solving methods based on the feedback from the customer satisfaction surveys and train the help desk staff with the special situations. Familiarity with help desk trouble shooting functions for complex problems and previous experience with software customer interaction is a requirement.

Minimum Education: High School Diploma, help desk protocols and procedures training, and product related technical training.

***COMMERCIAL JOB TITLE: GSA012 - Internet / Intranet Engineer***

Minimum/General Experience: 8 to 10 years experience that provides the required knowledge and skills.

Functional Responsibility: Analyze system requirements and develop design alternatives to satisfy those requirements. Provide technical leadership developing solutions for engineering studies and Internet Applications

Minimum Education: Bachelors degree in computer science (or equivalent training and/or certifications)

***COMMERCIAL JOB TITLE: GSA013 - Jr. Hardware / Network Installation Technician***

Minimum/General Experience: Two years of experience in network installation and troubleshooting network issues, understanding of the needs of an organization in network infrastructure

Functional Responsibility: Be familiar with a variety of operating systems including for networks. Be able to install a variety of LANs and trouble shoot the conflicts arising out of the incompatible software programs.

Minimum Education: Associate degree in Network communications and product training and/or certification required.

***COMMERCIAL JOB TITLE: GSA014 - Junior Help Desk Specialist***

Minimum/General Experience: Two years of experience as help desk specialist

Functional Responsibility: Follow guidelines for response times, log unanswered calls, document problems that could not be solved, review and revise the problem solving methods based on the feedback from the customer satisfaction surveys. Familiarity with help desk functions and previous experience with software customer interaction is a requirement.

Minimum Education: High School Diploma, help desk protocols and procedures training, and product related training.

***COMMERCIAL JOB TITLE: GSA015 - Junior Programmer***

Minimum/General Experience: One year of related experience, such as UNIX experience

Functional Responsibility: This is an entry level professional position, and requires the knowledge normally acquired through an undergraduate program in the related area of specialty (Engineering, Computer Science, Mathematics, Physics) and little or no related work experience or the equivalent combination of training and/or professional work experience that provides the required knowledge and skills. Knows fundamental concepts, practices and procedures.

Minimum Education: Bachelors degree in any discipline and programming training; certificate in programming technology or equivalent; or, High School Diploma with related education and training.

***COMMERCIAL JOB TITLE: GSA016 - Junior Software Engineer***

Minimum/General Experience: Recent College graduates and requires no experience.

Functional Responsibility: Junior Software Engineer analyzes information requirements. Evaluates analytically and systematically problems of work flows, organization, and planning and assists Senior Computer Systems Analyst and Computer Systems Analyst develop appropriate corrective action. Help develop plans for automated

information systems from project inception to conclusion. Defines the problem, and develops system requirements and program specifications, from which programmers prepare detailed flow charts, programs, and tests. Under the supervision of a Senior Computer Analyst or a Computer Systems Analyst coordinates closely with programmers to ensure proper implementation of program and system specifications. Develops, in conjunction with functional users, system alternative solutions.

Minimum Education: Bachelor's degree in Computer Science, Information Systems, Engineering, Business, or other related discipline.

***COMMERCIAL JOB TITLE: GSA017 - Local Area Network Specialist***

Minimum/General Experience: Five years of progressively more difficult systems experience with three years experience within the last four years in planning, architecting, developing, testing and implementing LAN business system configurations.

Functional Responsibility: Responsible for analyzing evaluating, and architecting cost effective LAN application solutions that make the most of resources and technology available in meeting business requirements. Must be adept at problem definition and resolution. Must be capable of documenting the business requirement and recommended solution. Experience in analysis, design, development, testing and implementation of LAN application solutions is required. Minimum job qualifications are:

Working knowledge of state of the art LAN systems hardware, software, techniques, and concepts such as OSI model, repeaters, bridges, routers, gateways, DECNet, TCP/IP, SDLC, SNMP protocols, IEEE Ethernet and Token-Ring, ANSI FDDI and EIA/TIA cabling standards.

Demonstrated ability in the analysis, design, development, testing and implementation of LAN application solutions.

Demonstrated ability to determine network and application performance, evaluate and diagnose network performance issues and recommend and implement solutions for network performance improvement.

Working knowledge of LAN administration including: security, system and disk management, hardware maintenance and activity and performance monitoring.

Working knowledge of the basic principles of business information systems and engineering disciplines.

Demonstrated ability to interface and coordinate efforts of technical and non-technical personnel involved in architecting LAN system solutions to satisfy business information systems needs.

Minimum Education: A four year college degree in business, computer science, information systems or related field; certificate from a technical school; or, equivalent job experience.

***COMMERCIAL JOB TITLE: GSA018 - Network Specialist***

Minimum/General Experience: Two year college with 5 years experience in networking, maintenance of firewall routers, and other hardware.

Functional Responsibility: Proposes and implements network policy to include Bastion Hosts, firewalls, LAN, Internet Applications (Gopher, Mosaic), modems, modem pools, communications servers, and WAN connectivity. Maintains firewall routers to include filtering, understanding of UNIX services and ports. Maintains applicable CERT and CIAC alerts and bulletins. Implements recommended security changes to include changing UNIX programs and applications, modifying firewalls and Bastion hosts.

Minimum Education: High School Diploma with computer certifications like A+, CCNA, computer science, information systems or related field, or equivalent 5 year job experience.

***COMMERCIAL JOB TITLE: GSA019 - Program Administration Specialist***

Minimum/General Experience: Four years experience, of which at least two years must be specialized. Specialized experience in general contract administration. Works with limited supervision and direction. Required to use judgment and initiative in problem solving.

Functional Responsibility: Assists in the preparation of management plans and reports. Coordinates schedules to facilitate completion of proposals, contract deliverables, task order review, briefing/presentations, and IPR preparation. Performs analysis, development, and review of program administrative operating procedures.

Minimum Education: Four year business management degree or High School Diploma with related training and experience equivalent to four year degree.

***COMMERCIAL JOB TITLE: GSA020 - Program Manager***

Minimum/General Experience: This position requires twelve years experience. Specialized experience includes: project development from inception to deployment, expertise in the management and control of funds and resources using complex reporting mechanisms, demonstrated capability in managing multi-task contracts and/or subcontracts of various types and complexity. General experience includes increasing responsibilities in information systems design and/or management. Program Manager serves as the contractor's single contract manager, and shall be the contractor's authorized interface with the Government Contracting Officer (CO), the contract level Contracting Officer's Representative (COR), government management personnel and customer agency representatives.

Functional Responsibility: Responsible for formulating and enforcing work standards, assigning contractor schedules, reviewing work discrepancies, supervising contractor personnel and communicating policies, purposes, and goals of the organization to subordinates. Shall be responsible for the overall contract performance and shall not serve in any other capacity under this contract.

Minimum Education: A Bachelor's degree in Computer Science, Information Systems Engineering, Business, Physical Science, or other technically related discipline. Project management training and six years of project management experience may be substituted for degree.

***COMMERCIAL JOB TITLE: GSA021 - Programmer***

Minimum/General Experience: Possesses a minimum of two years of experience with relevant operating systems and applications. Positions require experience with UNIX and MS-DOS applications.

Functional Responsibility: This position may also support the Database Administration functions. This position may be required to design and implement modifications or enhancements to forms, menus, and reports.

Minimum Education: an undergraduate program (or equivalent) in the related area of specialty (Engineering, Computer Science, Mathematics, Physics)

***COMMERCIAL JOB TITLE: GSA022 - Project Manager***

Minimum/General Experience: This position requires a minimum of eight years experience, of which at least five years includes project management through entire SDLC. Expertise in management and control of funds and resources using PMP standard practices. Manages multi-task contracts and/or subcontracts. General experience includes increasing responsibilities in information systems design and/or management.

Functional Responsibility: Project Manager serves as the project manager for small to medium projects. May management multiple tasks for a large, complex government program under direction of the Program Manager. Assists Program manager with the Government CO, COR, government management personnel and customer agency reporting requirements. Under Program Manager guidance, responsible for the overall management of the specific task order(s) and insuring that the technical solutions are implemented within budget in a timely manner.

Minimum Education: A Bachelor's degree or equivalent in Computer Science, Information Systems, Engineering, Business, Physical Science, or other technically related discipline.

***COMMERCIAL JOB TITLE: GSA023 - Quality Assurance Manager***

Minimum/General Experience: Eight years experience, of which at least five years are specialized. Specialized experience includes: Configuration Management, verification and validation, system/software testing and integration, software metrics and their application to system/software quality assessment. General experience includes increasing responsibilities in quality assurance, quality control, and team leader responsibilities.

Functional Responsibility: QA Manager establishes, maintains, and monitors processes for evaluating software and associated documentation. Defines quality metrics for the program or project. Determines resources required for quality control. Maintains the level of quality throughout the software life cycle. Conducts formal and informal reviews throughout the SDLC. Provides daily supervision and direction to support staff.

Minimum Education: A Bachelor's degree in Computer Science or equivalent, Information Systems, Engineering, Business, Physical Science, or other technically related discipline.

***COMMERCIAL JOB TITLE: GSA024 - Quality Assurance Analyst***

Minimum/General Experience: This position requires a minimum of six years experience, of which at least three years must be specialized. Specialized experience includes: analysis and design of business applications on complex systems, and data base management; use of modern programming languages; use of industry recognized quality assurance methods for software testing for quality improvement. Assesses and monitors software quality throughout the SDLC using industry recognized tools and techniques; and, has worked independently or under general direction on complex tasks through all phases of SDLC.

Functional Responsibility: Monitors quality assurance metrics and processes throughout the SDLC. Reviews work products for correctness, adherence to the design concept, and adherence to client standards. Reviews of program documentation to assure compliance with government standards/requirements. Monitors progress in accordance with schedules. Coordinates problem resolutions with the Project Manager and/or Quality Assurance Manager to ensure user satisfaction. Recommends systems release and acceptance based on quality metrics.

Minimum Education: A Bachelor's degree in Computer Science, Information Systems, Engineering, Business, Physical Science, or other technically related discipline.

***COMMERCIAL JOB TITLE: GSA025 - Senior Computer Systems Security Analyst***

Minimum/General Experience: A minimum of 6 years of progressively more difficult systems experience with 4 years experience within the last 3 years in systems security assessment and remediation.

Functional Responsibility: Responsible for defining, documenting, monitoring, and enforcing network and systems security standards. Must be adept at problem identification and resolution. Must be capable of documenting network, operating system, database, and application security issues and developing solutions. Experience in operating system and third party software testing, customization and installation. Working knowledge of operating system administration including: security, system and disk management, hardware maintenance and activity and performance monitoring.

Minimum Education: BS/BA (or equiv experience) with focus on computer systems security.

***COMMERCIAL JOB TITLE: GSA026- Senior Consultant***

Minimum/General Experience: This position requires a minimum of eight years experience, of which at least six years must be specialized.

Functional Responsibility: Specialized experience includes: systems requirements or developing functional requirements for complex integrated information systems business processes and/or programs. Must demonstrate the ability to work independently. Senior Consultant analyzes user needs to determine functional and cross-functional requirements. Performs functional allocation to identify required tasks and their interrelationships. Identifies resources required for each task. Provides daily supervision and direction to support staff.

Minimum Education: A Bachelor's degree in Computer Science, Information Systems, Engineering, Business, or other related discipline.

***COMMERCIAL JOB TITLE: GSA027- Senior Database Management Specialist***

Minimum/General Experience: A minimum of five years experience in database design including normalization and denormalization of data structures. Demonstrated understanding of database optimization techniques. Experience with multiple DBMS and expert in SQL programming.

Functional Responsibility: Designs relational and hierarchical databases. Develops data dictionaries. Creates indexing, both primary and secondary keys. Provides performance tuning and database administration. Manages disk space. Provides custom programming for stored procedures, triggers, complicated queries and SQL statements to create views, tables etc,

Minimum Education: Bachelor's or advanced degree from an accredited institution and at least five years experience in managing the development of large database systems that incorporate database design, development, fine tuning and monitoring.

***COMMERCIAL JOB TITLE: GSA028- Senior Programmer***

Minimum/General Experience: Five years experience developing large automated systems and systems integrations using modern programming languages and methodologies. Five additional years experience in a related field may be substituted for the educational requirement.

Functional Responsibility: Develops documentation and coding standards. Develops standards-compliant software utilizing industry-leading operating systems, languages, protocols and relational databases. Designs and develops user interface, business logic, validations, and data access methods for integration into medium to large software systems.

Minimum Education: Bachelor's or advanced degree from an accredited institution or equivalent training and experience.

***COMMERCIAL JOB TITLE: GSA029 - Senior Software Engineer***

Minimum/General Experience: Eight years experience in software development with at least six years must be specialized.

Functional Responsibility: Specialized experience includes: analysis and design of business applications on complex systems. Knowledge of current software design methodologies and demonstrated ability to formulate specifications for computer programmers to use in coding, testing, and debugging of computer programs. General experience includes increasing responsibilities in assignments of a technical nature. Proven ability to work independently on complex application problems. Senior Software Engineer provides technical and administrative direction for personnel performing software development tasks, including the review of work products for correctness, adherence to the design concept and to user standards, and for progress in accordance with schedules. Coordinates with the Project and/or Program Manager to ensure problem solution and user satisfaction. Makes recommendations, if needed, for approval of major systems installations. Prepares milestone status reports and deliveries/presentations on the system concept to colleagues, subordinates, and end user representatives. Provides daily supervision and direction to support staff.

Minimum Education: A Bachelor's degree in Computer Science, Information Systems, Engineering, Business, or other related discipline, or equivalent training and experience.

***COMMERCIAL JOB TITLE: GSA030 - Systems Analyst/Programmer***

Minimum/General Experience: This position requires a minimum of eight years experience in systems analysis, of which at least five years must be specialized.

Functional Responsibility: Specialized experience includes: supervision of system engineers, familiar with a network topologies and configurations, and experience with the logical and physical functional, operational, and technical architecture of large and complex information systems. At least one certification in network operating systems is required. Establishes system information requirements using analysis of the information engineer(s) in the development of enterprise-wide or large scale information systems. Designs architecture to include the software, hardware, and communications to support the total systems requirements.

Minimum Education: A Bachelor's degree in Computer Science, Information Systems, Engineering, Business, or other related discipline or equivalent training and experience.

***COMMERCIAL JOB TITLE: GSA031 - Senior Technical Writer/Editor***

Minimum/General Experience: A minimum of 6+ years of relevant experience as technical writer

Functional Responsibility: Prepare, disseminate and provide for the orderly safeguard of technical documents. Proficiency in writing technical documents. Also Provide support in the area of technical editing by reviewing the grammar, writing styles and syntax of quality materials and technical reports. Provide support by assisting in rewrites of quality materials and technical reports.

Minimum Education: A Bachelor's degree in Language Arts, Information Systems, or other related discipline.

***COMMERCIAL JOB TITLE: GSA032 - Senior Training Specialist***

Minimum/General Experience: ten years experience (or an equivalent combination of training and professional work experience that provides the required knowledge and skills.) Although education and experience are key factors in determining an individual's qualifications, emphasis must be placed on actual competencies to perform all aspects of the job at each level.

Functional Responsibility: Able to train the trainers offering training sessions. Able to conduct complex courses from start to completion. Excellent communications and problem solving skills. Performs system analysis for highly complex classes. Recommends most effective method to utilize equipment, where appropriate. Under general program direction, independently performs training within the field of expertise. May supervise the work of lower level trainers. Errors in work or judgment could significantly impact the client relationship and/or the usefulness and effectiveness of the system.

Minimum Education: Bachelor's degree or equivalent training and experience.

***COMMERCIAL JOB TITLE: GSA033 - Software Engineer***

Minimum/General Experience: This position requires a minimum of five years experience as a software engineer, of which at least three years must be specialized. Analyzes and develops computer software possessing a wide range of capabilities, including numerous engineering, business, and records management functions.

Functional Responsibility: Develops plans for automated information systems from project inception to conclusion. Analyzes user interfaces, maintains hardware and software performance tuning, analyzes workload and computer usage, maintains interfaces with outside systems, analyzes down times, analyzes proposed system modifications, upgrades and new COTS. Analyzes the problem and the information to be processed. Defines the problem, and develops system requirements and program specifications, from which programmers prepare detailed flow charts, programs, and tests. Coordinates closely with programmers to ensure proper implementation of program and system specifications. Develops, in conjunction with functional users, system alternative solutions. Software Engineer's specialized experience includes: analysis and design of business applications on complex systems for large scale computers, including three years experience in data base management concepts, use of programming languages such as Ada, COBOL, 4GL, and/or DBMS. Knowledge of current storage and retrieval methods, one year of systems analysis experience designing technical applications on computer systems and demonstrated ability to formulate specifications for computer programmers to use in coding, testing, and debugging of computer programs. General experience includes increasing responsibilities in information systems design and management. Must demonstrate the ability to work independently or under only general direction on requirements that are moderately complex to analyze, plan, program, and implement.

Minimum Education: A Bachelor's degree in Computer Science, Information Systems, Engineering, Business, or other related discipline, or equivalent training and experience

***COMMERCIAL JOB TITLE: GSA034 - Software Installation Specialist***

Minimum/General Experience: Five years of experience in installation and configuration of operating systems, database software, and large scale applications software products.

Functional Responsibility: Installs operating systems, DBMS, ERP, and other software products on PCs, Servers, and LANs. Performs troubleshooting and resolves conflicts arising out from software and environmental incompatibility.



Minimum Education: B.S, degree in arts, communications, or computer science is required, or equivalent technical training and experience.

***COMMERCIAL JOB TITLE: GSA035 - System Administrator***

Minimum/General Experience: A minimum of 4 years of progressively more difficult systems experience with 2 years experience within the last 3 years in software testing, installation, configuration and system problem resolution of computer operating systems.

Functional Responsibility: Responsible for all system administration and management including daily system operation, for the computer operating system applicable to the site supported. Must be adept at problem identification and resolution. Must be capable of documenting operating system problems and developing solutions. Experience in operating system and third party software testing, customization and installation. Minimum job qualifications are:

Working knowledge of state of the art computer systems hardware applicable to the site supported, and software techniques and concepts including: servers, repeaters, bridges, routers, gateways, DECNet, TCP/IP and Ethernet.

Demonstrated ability in the analysis, design, development, testing and implementation of operating system and application solutions.

Demonstrated ability to determine network and application performance, evaluate and diagnose network performance issues and recommend and implement solutions for network performance improvement, in the operating system environment applicable to the site supported.

Working knowledge of operating system administration including: security, system and disk management, hardware maintenance and activity and performance monitoring.

Working knowledge of the basic principles of business systems information system and engineering disciplines.

Demonstrated ability to interface and coordinate efforts of technical and non-technical personnel involved in architecting operating system solutions for the operating system applicable to the site supported, to satisfy business information systems needs.

Minimum Education: A four-year college degree in a business, computer science, information systems or related field or equivalent technical training and experience.

***COMMERCIAL JOB TITLE: GSA036 - Systems Engineer***

Minimum/General Experience: Four years experience, of which at least two years must be specialized in systems engineering. At least one certification in network operating systems is required.

Functional Responsibility: Systems Engineer establishes system information requirements using analysis of the information engineer(s) in the design and development of enterprise-wide or large scale information systems. Designs architecture to include the software, hardware, and communications to support the total requirements as well as provide for present and future cross functional requirements and interfaces. Evaluates analytical and systematical problems of work corrective action.

Minimum Education: A Bachelor's degree in Computer Science, Information Systems, Engineering, Business, or other related discipline.

***COMMERCIAL JOB TITLE: GSA037 - Technical Writer/Editor***

Minimum/General Experience: 3+ years of relevant experience as technical writer in a software development company.

Functional Responsibility: Prepare, disseminate and provide for the orderly safeguard of technical documents. Proficiency in writing technical documents.. Also Provide support in the area of technical editing by reviewing the grammar, writing styles and syntax of quality materials and technical reports. Provide support by assisting in rewrites of quality materials and technical reports.

Minimum Education: A Bachelor's degree in Computer Science, Information Systems, Engineering, Business, or other related discipline.

***COMMERCIAL JOB TITLE: GSA038 - Training Specialist***

Minimum/General Experience: Five years experience (or an equivalent combination of training and professional work experience that provides the required knowledge and skills.) Although education and experience are key factors in determining an individual's qualifications, emphasis must be placed on actual competencies to perform all aspects of the job at each level.

Functional Responsibility: Conducts technical training courses from start to completion. Evaluates student progress and coaches students. Has excellent communications and problem solving skills. Performs training analyses and designs training. Recommends most effective training modalities for the subject matter. Under general direction, independently performs training within the field of expertise. May supervise the work of lower level trainers. Errors in work or judgment could significantly impact the client relationship and/or the usefulness and effectiveness of the system.

Minimum Education: A Bachelor's degree in Computer Science, Information Systems, Engineering, Business, or other related discipline.

***COMMERCIAL JOB TITLE: GSA039 - Web Designer***

Minimum/General Experience: Two years of web design and maintenance is required for this position using Web Design tools like Flash, Html.

Functional Responsibility: Any e-commerce experience coupled with EDI is a plus.

Minimum Education: A B.S. in Computer Science is preferred but in other disciplines will also be accepted in special cases.

***COMMERCIAL JOB TITLE: ISSI-STBSumTotal Business Services***

Minimum/General Experience: Six years experience configuring and managing SumTotal implementation projects.

Functional Responsibility: Provides expert Product Services, and specialized product related services. Provides Business Consulting Services including: business process and Performance Management workflow consulting. Identifies and documents new business requirements that lead to custom and configured solutions.

Minimum Education: BS/BA in business or instructional systems, or equivalent training and experience.

***COMMERCIAL JOB TITLE: ISSI-STSPM SumTotal Project Manager***

Minimum/General Experience: Two years experience managing SumTotal implementation projects. Three years experience configuring SumTotal Learning Management System, Learning Content Management System, and Performance Management implementations.

Functional Responsibility: The SumTotal Project Manager will be responsible for managing the implementation of SumTotal products for strategic customer accounts. The Project Manager will be responsible for project planning, budgeting, scheduling and reporting. Responsibilities include:

- Conduct planning and discovery during pre-sales sessions
- Develop and present statements of work
- Develop, publish and maintain project schedules
- Lead project team meetings for regular communication and to address special issues
- Develop project metrics
- Communicate with Director of Services on status and issues
- Monitor and ensure costs remain within budget

Minimum Education: BS/BA in business or instructional systems, or equivalent training and experience.

***COMMERCIAL JOB TITLE: ISSI-STS-BS SumTotal Business Services***

Minimum/General Experience: Six years experience configuring and managing SumTotal implementation projects.

Functional Responsibility: Provides expert SumTotal product consulting services. Provides Business Consulting Services including: business process and Performance Management workflow consulting. Identifies and documents new business requirements that lead to custom and configured solutions.

Minimum Education: BS/BA in business or instructional systems, or equivalent training and experience.

***COMMERCIAL JOB TITLE: ISSI-STS-IC SumTotal Implementation Services***

Minimum/General Experience: Three years experience configuring SumTotal implementation projects.

Functional Responsibility: The Implementation Services consultant: Conducts configuration workshops and facilitates the implementation of configuration decisions.

Minimum Education: BS/BA in business or instructional systems, or equivalent training and experience.

## ISSI Labor Categories Rate Chart

<b>ID</b>	<b>Job Title</b>	<b>12/17/09 to 12/16/10</b>	<b>12/17/10 to 12/16/11</b>	<b>12/17/11 to 12/16/12</b>	<b>12/17/12 to 12/16/13</b>	<b>12/17/13 to 12/16/14</b>
GSA001	Administrative Support	\$41.32	\$44.63	\$48.20	\$52.05	\$56.22
GSA002	Computer Systems Security Specialist	\$78.38	\$84.65	\$91.42	\$98.73	\$106.63
GSA003	Consultant	\$100.31	\$108.34	\$117.00	\$126.36	\$136.47
GSA004	Cost Estimator	\$78.12	\$84.37	\$91.11	\$98.40	\$106.28
GSA005	Data Entry Clerk	\$41.18	\$44.47	\$48.03	\$51.88	\$56.03
GSA006	Database Management Specialist	\$93.74	\$101.24	\$109.34	\$118.09	\$127.54
GSA007	Documentation Specialist	\$55.49	\$59.93	\$64.72	\$69.90	\$75.49
GSA008	Engineering Manager	\$115.94	\$125.21	\$135.23	\$146.05	\$157.73
GSA009	Functional Applications Specialist	\$93.66	\$101.15	\$109.24	\$117.98	\$127.42
GSA010	Help Desk Manager	\$77.68	\$83.90	\$90.61	\$97.86	\$105.69
GSA011	Help Desk Specialist	\$70.77	\$76.43	\$82.55	\$89.15	\$96.29
GSA012	Internet/Intranet Engineer	\$70.83	\$76.49	\$82.61	\$89.22	\$96.36
GSA013	Jr. Hardware/Network Installation Technician	\$49.20	\$53.14	\$57.39	\$61.98	\$66.94
GSA014	Junior Help Desk Specialist	\$48.16	\$52.01	\$56.17	\$60.66	\$65.52
GSA015	Junior Programmer	\$63.37	\$68.44	\$73.92	\$79.83	\$86.22
GSA016	Junior Software Engineer	\$65.12	\$70.33	\$75.96	\$82.04	\$88.60
GSA017	Local Area Network Specialist	\$57.50	\$62.10	\$67.07	\$72.43	\$78.23
GSA018	Network Specialist	\$63.14	\$68.19	\$73.64	\$79.53	\$85.90
GSA019	Program Administration Specialist	\$63.63	\$68.72	\$74.22	\$80.16	\$86.57
GSA020	Program Manager	\$153.57	\$165.85	\$179.12	\$193.45	\$208.92
GSA021	Programmer	\$89.06	\$96.18	\$103.88	\$112.19	\$121.16
GSA022	Project Manager	\$138.24	\$149.30	\$161.24	\$174.14	\$188.07
GSA023	Quality Assurance Manager	\$122.80	\$132.62	\$143.23	\$154.69	\$167.06
GSA024	Quality Assurance Analyst	\$106.80	\$115.35	\$124.57	\$134.54	\$145.30
GSA025	Senior Computer Systems Security Analyst	\$93.86	\$101.37	\$109.48	\$118.24	\$127.70
GSA026	Senior Consultant	\$122.35	\$132.14	\$142.71	\$154.13	\$166.46
GSA027	Senior Database Management Specialist	\$108.16	\$116.81	\$126.16	\$136.25	\$147.15
GSA028	Senior Programmer	\$100.45	\$108.49	\$117.17	\$126.54	\$136.66
GSA029	Senior Software Engineer	\$91.11	\$98.40	\$106.27	\$114.77	\$123.95
GSA030	Systems Analyst/Programmer	\$108.19	\$116.85	\$126.20	\$136.29	\$147.20
GSA031	Senior Technical Writer/Editor	\$77.68	\$83.90	\$90.61	\$97.86	\$105.69
GSA032	Senior Training Specialist	\$94.39	\$101.94	\$110.10	\$118.91	\$128.42
GSA033	Software Engineer	\$71.26	\$76.96	\$83.12	\$89.77	\$96.95

GSA034	Software Installation Specialist	\$64.27	\$69.41	\$74.97	\$80.96	\$87.44
GSA035	System Administrator	\$69.94	\$75.54	\$81.58	\$88.11	\$95.15
GSA036	Systems Engineer	\$101.40	\$109.51	\$118.27	\$127.74	\$137.96
GSA037	Technical Writer/Editor	\$63.37	\$68.44	\$73.92	\$79.83	\$86.22
GSA038	Training Specialist	\$79.68	\$86.06	\$92.94	\$100.38	\$108.41
GSA039	Web Designer	\$85.45	\$92.29	\$99.67	\$107.64	\$116.25
ISSI-STSPM	SumTotal Project Manager	\$193.41	\$ 206.95	\$ 221.44	\$ 236.94	\$ 253.53
ISSI-STBS	SumTotal Business Services	\$287.96	\$ 308.12	\$ 329.69	\$ 352.77	\$ 377.46
ISSI-STIS	SumTotal Implementation Services	\$193.41	\$ 206.95	\$ 221.44	\$ 236.94	\$ 253.53

**Note: Any non-professional services proposed must be incidental to and in direct support of the proposed professional services.**

## OutStart IT Products and Services

### 1. SPECIAL ITEM NUMBER 132-33 – Permanent Software Licenses

Product Description	Mfr. Part Number (CLIN)	Dealer Part Number (CLIN)	Mfr. List Price	Proposed GSA (MAS) Price with IFF
OutStart Evolution LCMS Dynamic Delivery, 1-CPU Single CPU Server, with a single instance of the Evolution Learning Content Management application software	SW-DD-01	#ISSI-SW-DD-01	\$150,000	\$88,156
OutStart Evolution LCMS Dynamic Delivery, 2 CPUs Dual CPU configuration with 2 instances of the Evolution Learning Content Management Application software. The CPUs can be in a single server (no more than two CPUs in the server) or in two servers (each a single CPU server).	SW-DD-02	#ISSI-SW-DD-02	\$300,000	\$151,125
OutStart Evolution LCMS Dynamic Delivery, subsequent CPUs	SW-DD-03	#ISSI-SW-DD-03	\$150,000	\$75,563
OutStart Evolution Authoring for PowerPoint. This is a per author connected to the Evolution LCMS.	SW-PP-01	#ISSI-SW-PP-01	\$2,000	\$504
OutStart Evolution LCMS Authoring and Content Management User Licence. Authoring license to develop and maintain content and to publish courses to SCORM or as printed material. Price is per named author	SW-CA-01	#ISSI-SW-CA-01	\$8,000	\$4,030.00
OutStart Participate 2006 Self-Help, Expertise Management and Community Management application software. Each CPU's.	SW-PE (2006)-01	#ISSI-SW-PE (2006)-01	\$100,000	\$70,525.00
OutStart Participate 2007 1 CPU Self-Help, Expertise Management and Community Management application software.	SW-PE-01	#ISSI-SW-PE-01	\$120,000	\$78,585.00
OutStart Participate 2007 2 CPUs Self-Help, Expertise Management and Community Management application software.	SW-PE-02	#ISSI-SW-PE-02	\$240,000	\$135,005.00
OutStart Participate 2007 additional CPUs Self-Help, Expertise Management and Community Management application software.	SW-PE-04	#ISSI-SW-PE-04	\$120,000	\$67,502.50
OutStart Trainer Development License. Desktop, stand-alone authoring license to develop and maintain e-learning content. Price per named author.	SW-TS-01	#ISSI-SW-TS-01	\$2,495	\$1,508.23

<b>Product Description</b>	<b>Mfr. Part Number (CLIN)</b>	<b>Dealer Part Number (CLIN)</b>	<b>Mfr. List Price</b>	<b>Proposed GSA (MAS) Price with IFF</b>
OutStart Studio Development License. Collaborative browser based online authoring license to develop and maintain content. Price is per named author.	SW-ST-01	#ISSI-SW-ST-01	\$8,000	\$3,224.00
OutStart SoftSim Development User Licences Authoring license to develop and maintain simulations and simulation content. Price is per named author.	SW-SU-01	#ISSI-SW-SU-01	\$4,000	\$1,813.50
OutStart Evolution LMS, Per learner pricing, up tp 1,999 Learners' Learner management and tracking with scheduling, career pathing and competency management.	SW-LM-04	#ISSI-SW-LM-04	\$20	\$13.10
OutStart Evolution LMS, Per learner pricing, 2,000 to 4,999 Learners' Learner management and tracking with scheduling, career pathing and competency management.	SW-LM-05	#ISSI-SW-LM-05	\$20	\$11.08
OutStart Evolution LMS, Per learner pricing, 5,000 to 10,000 Learners' Learner management and tracking with scheduling, career pathing and competency management.	SW-LM-06	#ISSI-SW-LM-06	\$20	\$10.08
OutStart Evolution LMS, Per learner pricing, over 10,000 Learners' Learner management and tracking with scheduling, career pathing and competency management.	SW-LM-07	#ISSI-SW-LM-07	\$20	\$8.06
OutStart Federal Knowledge Edge. On demand solution that includes LMS, LCMS and Collaborative learning functionality. Price is per named user and includes hosting, support and maintenance.	SW-KE-01	#ISSI-SW-KE-01	\$84	\$84.00
Note: Each Participate or Evolution LCMS CPU supports a single instance of the software. The CPUs can be installed in a single server or multiple servers. The total number of CPUs, running Evolution, in all servers cannot exceed the number of CPUs purchased.				

## 2. SPECIAL ITEM NUMBER 132-34 – Maintenance & Support

<b>Product Description - Software Maintenance - 18% of Products List Price</b>	<b>Mfr. Part Number (CLIN)</b>	<b>Dealer Part Number (CLIN)</b>	<b>Mfr. List Price</b>	<b>Proposed GSA (MAS) Price with IFF</b>
Maintenance for OutStart Evolution LCMS Dynamic Delivery- Per CPU	MN-DD-01	#ISSI-MN-DD-01	\$27,000	\$25,842.38

<b>Product Description - Software Maintenance - 18% of Products List Price</b>	<b>Mfr. Part Number (CLIN)</b>	<b>Dealer Part Number (CLIN)</b>	<b>Mfr. List Price</b>	<b>Proposed GSA (MAS) Price with IFF</b>
Maintenance for OutStart Evolution Authoring for PowerPoint. Per named Author	MN-PP-01	#ISSI-MN-PP-01	\$360	\$344.57
Maintenance for OutStart Evolution Authoring and Content Management License. Per named author	MN-CA-01	#ISSI-MN-CA-01	\$1,440	\$1,378.26
Maintenance for OutStart Participate 2006. Per CPU	MN-PE 2006 - 01	#ISSI-MN-PE 2006 -01	\$18,000	\$17,228.25
Maintenance for OutStart Participate 2007. Per CPU	MN-PE-01	#ISSI-MN-PE-01	\$21,600	\$20,673.90
Maintenance for OutStart Trainer Development License. Per named author	MN-TS-01	#ISSI-MN-TS-01	\$449	\$429.84
Maintenance for OutStart Studio Development License. Per named author.	MN-ST-01	#ISSI-MN-ST-01	\$1,440	\$1,378.26
Maintenance for OutStart SoftSim Development License. Per named author.	MN-SU-01	#ISSI-MN-SU-01	\$720	\$689.13
Maintenance for OutStar Evolution Learning Manager - Per Learner	MN-LMS-04	#ISSI-MN-LMS-04	\$3.60	\$3.45

### 3. SPECIAL ITEM NUMBER 132-50 – Training

<b>Product Description - Training Courses</b>	<b>Mfr. Part Number (CLIN)</b>	<b>Dealer Part Number (CLIN)</b>	<b>Mfr. List Price</b>	<b>Proposed GSA (MAS) Price with IFF</b>
<b>OutStart Evolution Course Development Workshop</b> - 3-day workshop for Instructional Designers, Course Developers, SME authors. Instructor Lead Training at Outstart Facility. Price per learner.	<b>-PS-TR-01</b>	<b>#ISSI-PS-TR-01</b>	\$1,500	945.04
<b>OutStart Evolution Administration Workshop</b> - One-day training course for individuals responsible for managing the content development and delivery environments of the Evolution Platform. Instructor Lead Training at Outstart Facility.	<b>-PS-TR-02</b>	<b>#ISSI-PS-TR-02</b>	\$500	315.35



Price per learner				
<b>OutStart Participate Administration Workshop-</b> 2 day on site workshop for administrators responsible for management of community sites. This workshop introduces managing , launching and promoting programs, expert events, discussion forums, knowledge bases.	<b>-PS-CS-09</b>	<b>#ISSI-PS-CS-09</b>	\$5,000	4,281.88
<b>OutStart Participate Technical Workshop-</b> 3 day on site workshop for technical personnel responsible for site modifications, e-mail integration, workflow design and implementation.	<b>-PS-CS-10</b>	<b>#ISSI-PS-CS-10</b>	\$7,500	6,448.00
<b>OutStart Trainer Course Development Workshop -</b> Two-day training course for instructional designers, course developers, subject matter experts, and others responsible for utilizing Trainersoft 8 to create interactive e-Learning courses. Instructor Lead training at OutStart Facility. Price per learner	<b>-PS-TR-03</b>	<b>#ISSI-PS-TR-03</b>	\$1,000	806.00
<b>OutStart Evolution Platform Workshop,</b> Four-day training course consisting of the Evolution Course Development Workshop and the Evolution Administration Workshop. Held at customer location. Includes 8 annual subscriptions for site access to OutStart's e-learning site.	<b>-PS-TR-06</b>	<b>#ISSI-PS-TR-06</b>	\$20,000	12,593.75
<b>OutStart Evolution LCMS e-Learning Annual Subscription</b> - Price per year per learner. Renewal no charge with Software Maintenance renewal	<b>-PS-TR-10</b>	<b>#ISSI-PS-TR-10</b>	\$300	256.91
<b>OutStart SoftSim e-Learning Annual Subscription.</b> Price per year per learner. Renewal no charge with Software Maintenance renewal	<b>-PS-TR-11</b>	<b>#ISSI-PS-TR-11</b>	\$300	120.90
<b>OutStart Trainer e-Learning Annual Subscription.</b> Price per year per learner. Renewal no charge with Software Maintenance renewal	<b>-PS-TR-12</b>	<b>#ISSI-PS-TR-12</b>	\$300	120.90

#### 4. SPECIAL ITEM NUMBER 132-51 – IT Professional Services

##### Labor Category Descriptions

**COMMERCIAL JOB TITLE: OTS001 Outstart Consultant**

Minimum/General Experience: At least two years experience designing technology based training including web based training and/or computer based training; background in instructional design, multi-media design and development and training. Consulting, project management, knowledge of web based technologies such as HTML, Scripting and strong customer relationship skills also required.

Functional Responsibility: Functional Responsibility: Consultants will assist customers with the implementation of intended use of product, provide mentoring, gather requirements, determine technical needs, review project requirements and refine implementation. Responsibilities include the following:

- Conduct planning and discovery to provide new customers with consulting on the intended uses of the product within their enterprise
- Workflow design and implementation
- Metadata strategy design and implementation
- User Interface customization to fit customer requirements

Minimum Education: Bachelors Degree Instructional Design

### ***COMMERCIAL JOB TITLE: OTS002 Outstart Project Manager***

Minimum/General Experience: Three years experience managing projects on major accounts and five years consulting experience. Experience with instructional design and web-based product. Strong customer relationship skills are a must.

Functional Responsibility: The Project Manager will be responsible for managing the implementation of OutStart's products for strategic customer accounts. The Project Manager will be responsible for project planning, budgeting, scheduling and reporting. Responsibilities include:

- Conduct planning and discovery during pre-sales sessions
- Develop and present statements of work
- Develop, publish and maintain project schedules
- Lead project team meetings for regular communication and to address special issues
- Develop project metrics
- Communicate with Director of Services on status and issues
- Monitor and ensure costs remain within budget

Minimum Education: Bachelors Degree (Business or Instructional Design preferred)

### ***COMMERCIAL JOB TITLE: OTS003 Outstart Participate Developer***

Minimum/General Experience: Three years experience managing projects on major accounts and five years consulting experience. Experience with instructional design and web-based product. Strong customer relationship skills are a must.

Functional Responsibility: The Project Manager will be responsible for managing the implementation of OutStart's products for strategic customer accounts. The Project Manager will be responsible for project planning, budgeting, scheduling and reporting. Responsibilities include:

- Conduct planning and discovery during pre-sales sessions
- Develop and present statements of work
- Develop, publish and maintain project schedules
- Lead project team meetings for regular communication and to address special issues
- Develop project metrics
- Communicate with Director of Services on status and issues
- Monitor and ensure costs remain within budget

Minimum Education: Bachelors Degree (Business or Instructional Design preferred)

### Outstart Professional Services Hourly Rate Chart

ID	Job Title	12/17/09 to 12/18/10	12/17/10 to 12/18/11	12/17/11 to 12/18/12	12/17/12 to 12/18/13	12/17/13 to 12/18/14
OTS-001	Outstart Consultant	\$292.00	\$ 312.44	\$ 334.31	\$ 357.71	\$ 382.75
OTS-002	Outstart Project Manager	\$292.00	\$ 312.44	\$ 334.31	\$ 357.71	\$ 382.75
OTS-003	Outstart Participate developer	\$150.00	\$180.00	\$216.00	259.20	\$ 310.80

### *SumTotal Systems Inc. IT Products and Services*

Prices for SumTotal products and services increase by 7% per year after the 2010 base year for multi-year task orders.

### SPECIAL ITEM NUMBER 132-33 Permanent Software License

Software Product and Services Description	SumTotal CLIN	ISSI GSA CLIN	Mfr.List Price	Unit	GSA (MAS) Price with IFF
<b>SumTotal Enterprise Suite Perpetual</b>					
<b>TotalLMS Perpetual License - Named User</b>	<b>TLMS0001</b>				
TotalLMS (1 to 3000 Named Users)	TLMS0001AA	ISSI-TotalLMS3K	\$60.00	Each	\$49.12
TotalLMS (3001 to 5000 Named Users)	TLMS0001AB	ISSI-TotalLMS5K	\$50.00	Each	\$40.94
TotalLMS (5001 to 10,000 Named Users)	TLMS0001AC	ISSI-TotalLMS10K	\$47.00	Each	\$38.48
TotalLMS (10,001 to 15,000 Named Users)	TLMS0001AD	ISSI-TotalLMS15K	\$40.00	Each	\$32.75
TotalLMS (15,001 to 20,000 Named Users)	TLMS0001AE	ISSI-TotalLMS20K	\$34.00	Each	\$27.84
TotalLMS (20,001 to 30,000 Named Users)	TLMS0001AF	ISSI-TotalLMS30K	\$30.00	Each	\$24.57
TotalLMS (30,001 to 40,000 Named Users)	TLMS0001AG	ISSI-TotalLMS40K	\$27.00	Each	\$22.11
TotalLMS (40,001 to 60,000 Named Users)	TLMS0001AH	ISSI-TotalLMS60K	\$24.00	Each	\$19.65
TotalLMS (60,001 to 80,000 Named Users)	TLMS0001AI	ISSI-TotalLMS80K	\$21.00	Each	\$17.19
TotalLMS (80,001 to 100,000 Named Users)	TLMS0001AJ	ISSI-TotalLMS100K	\$18.00	Each	\$14.75
TotalLMS (100,001 or more Named Users)	TLMS0001AK	ISSI-TotalLMS100P	\$15.00	Each	\$12.29

Software Product and Services Description	SumTotal CLIN	ISSI GSA CLIN	Mfr.List Price	Unit	GSA (MAS) Price with IFF
<b>Training Records Only Perpetual License - Named User</b>					
TotalLMS (1 to 3000 Records)	TLMS0001AL	ISSI-TotalLMR3K	\$24.00	Each	\$19.65
TotalLMS (3001 to 5000 Records)	TLMS0001AM	ISSI-TotalLMR5K	\$12.00	Each	\$9.83
TotalLMS (5001 to 10,000 Records)	TLMS0001AN	ISSI-TotalLMR10K	\$11.00	Each	\$9.01
TotalLMS (10,001 to 15,000 Records)	TLMS0001AP	ISSI-TotalLMR15K	\$10.00	Each	\$8.20
TotalLMS (15,001 to 20,000 Records)	TLMS0001AQ	ISSI-TotalLMR20K	\$8.00	Each	\$6.55
TotalLMS (20,001 to 30,000 Named Records)	TLMS0001AR	ISSI-TotalLMR30K	\$7.00	Each	\$5.74
TotalLMS (30,001 to 40,000 Named Records)	TLMS0001AS	ISSI-TotalLMR40K	\$7.00	Each	\$5.74
TotalLMS (40,001 to 60,000 Named Records)	TLMS0001AT	ISSI-TotalLMR60K	\$6.00	Each	\$4.92
TotalLMS (60,001 to 80,000 Named Records)	TLMS0001AU	ISSI-TotalLMR80K	\$5.00	Each	\$4.10
TotalLMS (80,001 to 100,000 Named Records)	TLMS0001AV	ISSI-TotalLMR100K	\$5.00	Each	\$4.10
TotalLMS (100,001 or more Records)	TLMS0001AW	ISSI-TotalLMR100P	\$4.00	Each	\$3.28
<b>TotalLMS Core Languages - Perpetual License</b>					
TotalLMS English (UK)	TLMS0001BA	ISSI-LMSLM(EN-US)	No Charge	Each	No Charge
TotalLMS English (US)	TLMS0001BB	ISSI-LMSLM(EN-UK)	No Charge	Each	No Charge
TotalLMS French	TLMS0001BC	ISSI-LMSLM(FR-FR)	No Charge	Each	No Charge
TotalLMS German	TLMS0001BD	ISSI-LMSLM(FR-CN)	No Charge	Each	No Charge
TotalLMS Italian	TLMS0001BE	ISSI-LMSLM(GE)	No Charge	Each	No Charge
TotalLMS Japanese	TLMS0001BF	ISSI-LMSLM(IT)	No Charge	Each	No Charge
TotalLMS Portuguese (Brazilian)	TLMS0001BG	ISSI-LMSLM(JA)	No Charge	Each	No Charge
TotalLMS Spanish (Universal)	TLMS0001BH	ISSI-LMSLM(PO-BR)	No Charge	Each	No Charge
TotalLMS Chinese (Traditional)	TLMS0001BJ	ISSI-LMSLM(CH-S)	No Charge	Each	No Charge
TotalLMS Chinese (Simple)	TLMS0001BK	ISSI-LMSLM(CH-T)	No Charge	Each	No Charge
TotalLMS Canadian (French)	TLMS0001BL	ISSI-LMSLM(SP)	No Charge	Each	No Charge
<b>TotalLMS Modules</b>					

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
<b>TotalVersioning Perpetual License - Named User</b>	<b>TV0001</b>	<b>ISSI-TV0001</b>			
TotalVersioning (1 to 3,000 Named Users)	TV0001AA	ISSI-TV0001AA	\$8.00	Each	\$6.55
TotalVersioning (3,001 to 5,000 Named Users)	TV0001AB	ISSI-TV0001AB	\$8.00	Each	\$6.55
TotalVersioning (5001 to 10,000 Named Users)	TV0001AC	ISSI-TV0001AC	\$8.00	Each	\$6.55
TotalVersioning (10,001 to 15,000 Named Users)	TV0001AD	ISSI-TV0001AD	\$8.00	Each	\$6.55
TotalVersioning (15,001 to 20,000 Named Users)	TV0001AE	ISSI-TV0001AE	\$8.00	Each	\$6.55
TotalVersioning (20,001 to 30,000 Named Users)	TV0001AF	ISSI-TV0001AF	\$8.00	Each	\$6.55
TotalVersioning (30,001 to 40,000 Named Users)	TV0001AG	ISSI-TV0001AG	\$8.00	Each	\$6.55
TotalVersioning (40,001 to 60,000 Named Users)	TV0001AH	ISSI-TV0001AH	\$8.00	Each	\$6.55
TotalVersioning (60,001 to 80,000 Named Users)	TV0001AI	ISSI-TV0001AI	\$8.00	Each	\$6.55
TotalVersioning (80,001 to 100,000 Named Users)	TV0001AJ	ISSI-TV0001AJ	\$8.00	Each	\$6.55
TotalVersioning (100,001or more Users)	TV0001AK	ISSI-TV0001AK	\$8.00	Each	\$6.55
<b>TotalAccess Perpetual License - Named User</b>	<b>TA0001</b>	<b>ISSI-TA0001</b>			
TotalAccess (1 to 3000 Named Users)	TA0001AA	ISSI-TA0001AA	\$9.00	Each	\$7.37
TotalAccess (3001 to 5000 Named Users)	TA0001AB	ISSI-TA0001AB	\$7.50	Each	\$6.15
TotalAccess (5001 to 10,000 Named Users)	TA0001AC	ISSI-TA0001AC	\$7.00	Each	\$5.74
TotalAccess (10,001 to 15,000 Named Users)	TA0001AD	ISSI-TA0001AD	\$6.00	Each	\$4.92
TotalAccess (15,001 to 20,000 Named Users)	TA0001AE	ISSI-TA0001AE	\$5.00	Each	\$4.10
TotalAccess (20,001 to 30,000 Named Users)	TA0001AF	ISSI-TA0001AF	\$4.50	Each	\$3.69
TotalAccess (30,001 to 40,000 Named Users)	TA0001AG	ISSI-TA0001AG	\$4.00	Each	\$3.28
TotalAccess (40,001 to 60,000 Named Users)	TA0001AH	ISSI-TA0001AH	\$3.50	Each	\$2.88
TotalAccess (60,001 to 80,000 Named Users)	TA0001AI	ISSI-TA0001AI	\$3.00	Each	\$2.46
TotalAccess (80,001 to 100,000 Named Users)	TA0001AJ	ISSI-TA0001AJ	\$2.50	Each	\$2.06
TotalAccess (100,001or more Users)	TA0001AK	ISSI-TA0001AK	\$2.00	Each	\$1.65
<b>TotalLCMS Perpetual Licenses</b>					
<b>TotalLCMS Perpetual Licenses - Named Authors</b>	<b>TLCMS0001</b>	<b>ISSI-TotalLCMSA</b>			
TotalLCMS (1 to 10 Named Users)	TLCMS0001AA	ISSI-TotalLCMSA10	\$6,000.00	Each	\$4,911.84
TotalLCMS (11 to 25 Named Users)	TLCMS0001AB	ISSI-TotalLCMSA25	\$4,000.00	Each	\$3,274.56
TotalLCMS (26 to 50 Named Users)	TLCMS0001AC	ISSI-TotalLCMSA50	\$3,000.00	Each	\$2,455.92
TotalLCMS (Over 50 Named Users)	TLCMS0001AD	ISSI-TotalLCMSA100	\$3,000.00	Each	\$2,455.92
<b>TotalLCMS Perpetual Licenses - Named Reviewers</b>	<b>TLCMS0002</b>	<b>ISSI-TotalLCMSR</b>			
TotalLCMS (1 to 10 Reviewers)	TLCMS0002AA	ISSI-TotalLCMSR10	\$3,200.00	Each	\$2,619.65

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
TotalLCMS (11 to 25 Reviewers)	TLCMS0002AB	ISSI-TotalLCMSR25	\$2,100.00	Each	\$1,719.15
TotalLCMS (26 to 50 Reviewers)	TLCMS0002AC	ISSI-TotalLCMSR50	\$1,700.00	Each	\$1,391.69
TotalLCMS (Over 50 Reviewers)	TLCMS0002AD	ISSI-TotalLCMSR50P	\$1,700.00	Each	\$1,391.69
<b>ToolBook Products Perpetual License</b>					
<b>Enterprise Instructor, Perpetual Licenses – Users</b>	<b>070250</b>	<b>ISSI-070250</b>			
Enterprise Instructor (1-4 Users)	070250	ISSI-070250A	\$2,795.00	Each	\$2,288.11
Enterprise Instructor (5-10 Users)	070250	ISSI-070250B	\$2,795.00	Each	\$2,288.11
Enterprise Instructor (11-20 Users)	070250	ISSI-070250C	\$2,516.00	Each	\$2,059.70
Enterprise Instructor (21-40 Users)	070250	ISSI-070250D	\$2,236.00	Each	\$1,830.48
Enterprise Instructor (Over 40 Users)	070250	ISSI-070250E	\$2,236.00	Each	\$1,830.48
<b>ToolBook Instructor, Perpetual Licenses - Named Users</b>	<b>070250</b>	<b>ISSI-070104</b>			
ToolBook Instructor - up to 10 Users, Single Purchase	070250	ISSI-070104A	\$2,795.00	Each	\$2,288.11
ToolBook Instructor up to 20 Users, Single Purchase	070250	ISSI-070104B	\$2,516.00	Each	\$2,059.70
ToolBook Instructor - up to 50 Users, Single Purchase	070250	ISSI-070104C	\$2,236.00	Each	\$1,830.48
ToolBook Instructor - up to 200 Users, Single Purchase	070250	ISSI-070104D	\$1,957.00	Each	\$1,602.08
ToolBook Instructor - up to 500 Users, Single Purchase	070250	ISSI-070104E	\$1,537.00	Each	\$1,258.25
ToolBook Instructor - up to 1000 Users, Single Purchase	070250	ISSI-070104F	\$1,398.00	Each	\$1,144.47
ToolBook Instructor - over 1000 Users, Single Purchase	070250	ISSI-070104G	\$1,258.00	Each	\$1,029.86
TB Instructor Update for previous versions of TB Instructor (2004 SP3 or earlier)	070252	ISSI-70102A	\$1,595.00	Each	\$1,305.74
TB Instructor Upgrade for users with TB Instructor 9.0	070254	ISSI-70102B	\$49.00	Each	\$40.12
TB Instructor Upgrade for users with any copy of TB Assistant	070250	ISSI-70102C	\$1,100.00	Each	\$900.51
<b>Enterprise Assistant, Perpetual Licenses - Users</b>	<b>070240</b>	<b>ISSI-70079</b>			
Enterprise Assistant (1-4 Users)	070240	ISSI-70079A	\$1,695.00	Each	\$1,387.60
Enterprise Assistant (5-10 Users)	070240	ISSI-70079B	\$1,695.00	Each	\$1,387.60
Enterprise Assistant (11-20 Users)	070240	ISSI-70079C	\$1,526.00	Each	\$1,249.25
Enterprise Assistant (21-40 Users)	070240	ISSI-70079D	\$1,356.00	Each	\$1,110.08
Enterprise Assistant (Over 40 Users)	070240	ISSI-70079E	\$1,356.00	Each	\$1,110.08
<b>ToolBook Assistant, Perpetual Licenses - Named Users</b>	<b>070240</b>	<b>ISSI-070240</b>			
ToolBook Assistant - up to 10 Users, Single Purchase	070240	ISSI-070240A	\$1,695.00	Each	\$1,387.60
ToolBook Assistant up to 20 Users, Single Purchase	070240	ISSI-070240B	\$1,526.00	Each	\$1,249.25
ToolBook Assistant - up to 50 Users, Single Purchase	070240	ISSI-070240C	\$1,356.00	Each	\$1,110.08

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
ToolBook Assistant - up to 200 Users, Single Purchase	070240	ISSI-070240D	\$1,187.00	Each	\$971.73
ToolBook Assistant - up to 500 Users, Single Purchase	070240	ISSI-070240E	\$932.00	Each	\$762.98
ToolBook Assistant - up to 1000 Users, Single Purchase	070240	ISSI-070240F	\$848.00	Each	\$694.21
ToolBook Assistant - over 1000 Users, Single Purchase	070240	ISSI-070240G	\$763.00	Each	\$624.63
TB Assistant Upgrade Previous Versions	070242	ISSI-070242	\$995	Each	\$814.55
<b>TB Translation System</b>		<b>ISSI-TBT0001</b>			
ToolBook Translation System Perpetual License	070229	ISSI-TBT0001AA	\$995.00	Each	\$814.55
Upgrade for user owning previous version of this product	070229	ISSI-TBT0001AB	\$498.00	Each	\$407.69
<b>Success Factors Integration</b>	<b>TSF0001</b>	<b>ISSI-TSF0001</b>			
SuccessFactors Integration Module	TSF0001AA	ISSI-TSF0001AA	\$25,000.00	Each	\$20,466.00
<b>TotalIntegration Enterprise System Integrations</b>	<b>TISI0001</b>	<b>ISSI-TISI0001</b>			
TotalIntegration Module - TotalIntegration is required to automate system to system data feeds	TISI0001AA	ISSI-TISI0001AA	\$10,000.00	Each	\$8,186.40
<b>Total Performance Perpetual Licenses Named User</b>					
<b>TotalPerformance Appraisals Manager &amp; Employee</b>	<b>TP0001</b>	<b>ISSI-TP0001</b>			
Performance Appraisal (1 to 2999 Named Users)	TP0001AA	ISSI-TP0001AA	\$95.00	Each	\$77.78
Performance Appraisal (3000 to 4999 Named Users)	TP0001AB	ISSI-TP0001AB	\$55.00	Each	\$45.03
Performance Appraisal (5000 to 9999 Named Users)	TP0001AC	ISSI-TP0001AC	\$30.00	Each	\$24.57
Performance Appraisal (10,000 to 14,999 Named Users)	TP0001AD	ISSI-TP0001AD	\$23.00	Each	\$18.84
Performance Appraisal (15,000 to 19,999 Named Users)	TP0001AE	ISSI-TP0001AE	\$18.00	Each	\$14.75
Performance Appraisal (20,000 to 29,999 Named Users)	TP0001AF	ISSI-TP0001AF	\$14.00	Each	\$11.47
Performance Appraisal (30,000 to 39,999 Named Users)	TP0001AG	ISSI-TP0001AG	\$11.00	Each	\$9.01
Performance Appraisal (40,000 to 59,999 Named Users)	TP0001AH	ISSI-TP0001AH	\$9.00	Each	\$7.37
Performance Appraisal (60,000 to 40,000 Named Users)	TP0001AI	ISSI-TP0001AI	\$8.00	Each	\$6.55
Performance Appraisal (80,000 to 40,000 Named Users)	TP0001AJ	ISSI-TP0001AJ	\$7.00	Each	\$5.74

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Performance Appraisal (100,000 or more Named Users)	TP0001AK	ISSI-TP0001AK	\$6.00	Each	\$4.92
<b>TotalPerformance Appraisals Multi-Rater/360 Addition</b>	<b>TP0002</b>	<b>ISSI-TP0002</b>			
Multi-Rater/360 Addition (1 to 2999 Named Users)	TP0002AA	ISSI-TP0002AA	\$75.00	Each	\$61.41
Multi-Rater/360 Addition (3000 to 4999 Named Users)	TP0002AB	ISSI-TP0002AB	\$37.00	Each	\$30.29
Multi-Rater/360 Addition (5000 to 9999 Named Users)	TP0002AC	ISSI-TP0002AC	\$14.00	Each	\$11.47
Multi-Rater/360 Addition (10,000 to 14,999 Named Users)	TP0002AD	ISSI-TP0002AD	\$11.00	Each	\$9.01
Multi-Rater/360 Addition (15,000 to 19,999 Named Users)	TP0002AE	ISSI-TP0002AE	\$8.00	Each	\$6.55
Multi-Rater/360 Addition (20,000 to 29,999 Named Users)	TP0002AF	ISSI-TP0002AF	\$6.00	Each	\$4.92
Multi-Rater/360 Addition (30,000 to 39,999 Named Users)	TP0002AG	ISSI-TP0002AG	\$5.00	Each	\$4.10
Multi-Rater/360 Addition (40,000 to 59,999 Named Users)	TP0002AH	ISSI-TP0002AH	\$4.00	Each	\$3.28
Multi-Rater/360 Addition (60,000 to 40,000 Named Users)	TP0002AI	ISSI-TP0002AI	\$3.50	Each	\$2.88
Multi-Rater/360 Addition (80,000 to 40,000 Named Users)	TP0002AJ	ISSI-TP0002AJ	\$3.00	Each	\$2.46
Multi-Rater/360 Addition (100,000 or more Named Users)	TP0002AK	ISSI-TP0002AK	\$2.50	Each	\$2.06
<b>TotalPerformance Appraisals ToGo</b>	<b>TP0003</b>	<b>ISSI-TP0003</b>			
Appraisal ToGo (1 to 2999 Named Users)	TP0003AA	ISSI-TP0003AA	\$75.00	Each	\$61.41
Appraisal ToGo (3000 to 4999 Named Users)	TP0003AB	ISSI-TP0003AB	\$37.00	Each	\$30.29
Appraisal ToGo (5000 to 9999 Named Users)	TP0003AC	ISSI-TP0003AC	\$14.00	Each	\$11.47
Appraisal ToGo (10,000 to 14,999 Named Users)	TP0003AD	ISSI-TP0003AD	\$11.00	Each	\$9.01
Appraisal ToGo (15,000 to 19,999 Named Users)	TP0003AE	ISSI-TP0003AE	\$8.00	Each	\$6.55
Appraisal ToGo (20,000 to 29,999 Named Users)	TP0003AF	ISSI-TP0003AF	\$6.00	Each	\$4.92
Appraisal ToGo (30,000 to 39,999 Named Users)	TP0003AG	ISSI-TP0003AG	\$5.00	Each	\$4.10
Appraisal ToGo (40,000 to 59,999 Named Users)	TP0003AH	ISSI-TP0003AH	\$4.00	Each	\$3.28
Appraisal ToGo (60,000 to 40,000 Named Users)	TP0003AI	ISSI-TP0003AI	\$3.50	Each	\$2.88
Appraisal ToGo (80,000 to 40,000 Named Users)	TP0003AJ	ISSI-TP0003AJ	\$3.00	Each	\$2.46
Appraisal ToGo (100,000 or more Named Users)	TP0003AK	ISSI-TP0003AK	\$2.50	Each	\$2.06
<b>TotalPerformance Appraisals Goals Management w/Development Plans</b>	<b>TP0004</b>	<b>ISSI-TP0004</b>			
Goals Mgt w/Dev Plans (1 to 2999 Named Users)	TP0004AA	ISSI-TP0004AA	\$92.00	Each	\$75.32



<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Goals Mgt w/Dev Plans (3000 to 4999 Named Users)	TP0004AB	ISSI-TP0004AB	\$53.00	Each	\$43.39
Goals Mgt w/Dev Plans (5000 to 9999 Named Users)	TP0004AC	ISSI-TP0004AC	\$27.00	Each	\$22.11
Goals Mgt w/Dev Plans (10,000 to 14,999 Named Users)	TP0004AD	ISSI-TP0004AD	\$22.00	Each	\$18.02
Goals Mgt w/Dev Plans (15,000 to 19,999 Named Users)	TP0004AE	ISSI-TP0004AE	\$16.00	Each	\$13.10
Goals Mgt w/Dev Plans (20,000 to 29,999 Named Users)	TP0004AF	ISSI-TP0004AF	\$12.00	Each	\$9.83
Goals Mgt w/Dev Plans (30,000 to 39,999 Named Users)	TP0004AG	ISSI-TP0004AG	\$9.00	Each	\$7.37
Goals Mgt w/Dev Plans (40,000 to 59,999 Named Users)	TP0004AH	ISSI-TP0004AH	\$7.00	Each	\$5.74
Goals Mgt w/Dev Plans (60,000 to 40,000 Named Users)	TP0004AI	ISSI-TP0004AI	\$6.00	Each	\$4.92
Goals Mgt w/Dev Plans (80,000 to 40,000 Named Users)	TP0004AJ	ISSI-TP0004AJ	\$5.00	Each	\$4.10
Goals Mgt w/Dev Plans (100,000 or more Named Users)	TP0004AK	ISSI-TP0004AK	\$4.00	Each	\$3.28
<b>TotalPerformance Appraisals Workforce &amp; Succession Planning (WSP)</b>	<b>TP0005</b>	<b>ISSI-TP0005</b>			
WSP (1 to 2999 Named Users)	TP0005AA	ISSI-TP0005AA	\$92.00	Each	\$75.32
WSP (3000 to 4999 Named Users)	TP0005AB	ISSI-TP0005AB	\$53.00	Each	\$43.39
WSP (5000 to 9999 Named Users)	TP0005AC	ISSI-TP0005AC	\$27.00	Each	\$22.11
WSP (10,000 to 14,999 Named Users)	TP0005AD	ISSI-TP0005AD	\$22.00	Each	\$18.02
WSP (15,000 to 19,999 Named Users)	TP0005AE	ISSI-TP0005AE	\$16.00	Each	\$13.10
WSP (20,000 to 29,999 Named Users)	TP0005AF	ISSI-TP0005AF	\$12.00	Each	\$9.83
WSP (30,000 to 39,999 Named Users)	TP0005AG	ISSI-TP0005AG	\$9.00	Each	\$7.37
WSP (40,000 to 59,999 Named Users)	TP0005AH	ISSI-TP0005AH	\$7.00	Each	\$5.74
WSP (60,000 to 40,000 Named Users)	TP0005AI	ISSI-TP0005AI	\$6.00	Each	\$4.92
WSP (80,000 to 40,000 Named Users)	TP0005AJ	ISSI-TP0005AJ	\$5.00	Each	\$4.10
WSP (100,000 or more Named Users)	TP0005AK	ISSI-TP0005AK	\$4.00	Each	\$3.28
<b>TotalPerformance Appraisals - Leadership Competency Model</b>	<b>TP0006</b>	<b>ISSI-TP0006</b>			
Leadership Competency (1 to 2999 Named Users)	TP0006AA	ISSI-TP0006AA	\$75.00	Each	\$61.41
Leadership Competency (3000 to 4999 Named Users)	TP0006AB	ISSI-TP0006AB	\$37.00	Each	\$30.29
Leadership Competency (5000 to 9999 Named Users)	TP0006AC	ISSI-TP0006AC	\$14.00	Each	\$11.47
Leadership Competency (10,000 to 14,999 Named Users)	TP0006AD	ISSI-TP0006AD	\$11.00	Each	\$9.01
Leadership Competency (15,000 to 19,999 Named Users)	TP0006AE	ISSI-TP0006AE	\$8.00	Each	\$6.55
Leadership Competency (20,000 to 29,999 Named Users)	TP0006AF	ISSI-TP0006AF	\$6.00	Each	\$4.92

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Leadership Competency (30,000 to 39,999 Named Users)	TP0006AG	ISSI-TP0006AG	\$5.00	Each	\$4.10
Leadership Competency (40,000 to 59,999 Named Users)	TP0006AH	ISSI-TP0006AH	\$4.00	Each	\$3.28
Leadership Competency (60,000 to 40,000 Named Users)	TP0006AI	ISSI-TP0006AI	\$3.50	Each	\$2.88
Leadership Competency (80,000 to 40,000 Named Users)	TP0006AJ	ISSI-TP0006AJ	\$3.00	Each	\$2.46
Leadership Competency (100,000 or more Named Users)	TP0006AK	ISSI-TP0006AK	\$3.50	Each	\$2.88
<b>TotalPerformance Appraisals Multi-Rater/360 Standalone</b>	<b>TP0007</b>	<b>ISSI-TP0007</b>			
Multi-Rater/360 Standalone (1 to 2999 Named Users)	TP0007AA	ISSI-TP0007AA	\$125.00	Each	\$102.33
Multi-Rater/360 Standalone (3000 to 4999 Named Users)	TP0007AB	ISSI-TP0007AB	\$95.00	Each	\$77.78
Multi-Rater/360 Standalone (5000 to 9999 Named Users)	TP0007AC	ISSI-TP0007AC	\$60.00	Each	\$49.12
Multi-Rater/360 Standalone (10,000 to 14,999 Named Users)	TP0007AD	ISSI-TP0007AD	\$46.00	Each	\$37.67
Multi-Rater/360 Standalone (15,000 to 19,999 Named Users)	TP0007AE	ISSI-TP0007AE	\$36.00	Each	\$29.48
Multi-Rater/360 Standalone (20,000 to 29,999 Named Users)	TP0007AF	ISSI-TP0007AF	\$28.00	Each	\$22.93
Multi-Rater/360 Standalone (30,000 to 39,999 Named Users)	TP0007AG	ISSI-TP0007AG	\$22.00	Each	\$18.02
Multi-Rater/360 Standalone (40,000 to 59,999 Named Users)	TP0007AH	ISSI-TP0007AH	\$18.00	Each	\$14.75
Multi-Rater/360 Standalone (60,000 to 40,000 Named Users)	TP0007AI	ISSI-TP0007AI	\$16.00	Each	\$13.10
Multi-Rater/360 Standalone (80,000 to 40,000 Named Users)	TP0007AJ	ISSI-TP0007AJ	\$14.00	Each	\$11.47
Multi-Rater/360 Standalone (100,000 or more Named Users)	TP0007AK	ISSI-TP0007AK	\$12.00	Each	\$9.83
<b>TotalCompensation Perpetual License Named User</b>	<b>TC0001</b>	<b>ISSI-TC0001</b>			
Compensation Management (1 to 2999 Named Users)	TC0001AA	ISSI-TC0001AA	\$90.00	Each	\$73.69
Compensation Management (3000 to 4999 Named Users)	TC0001AB	ISSI-TC0001AB	\$46.00	Each	\$37.67
Compensation Management (5000 to 9999 Named Users)	TC0001AC	ISSI-TC0001AC	\$19.00	Each	\$15.56
Compensation Management (10,000 to 14,999 Named Users)	TC0001AD	ISSI-TC0001AD	\$14.00	Each	\$11.47
Compensation Management (15,000 to 19,999 Named Users)	TC0001AE	ISSI-TC0001AE	\$11.00	Each	\$9.01
Compensation Management (20,000 to 29,999 Named Users)	TC0001AF	ISSI-TC0001AF	\$9.00	Each	\$7.37

Software Product and Services Description	SumTotal CLIN	ISSI GSA CLIN	Mfr.List Price	Unit	GSA (MAS) Price with IFF
Compensation Management (30,000 to 39,999 Named Users)	TC0001AG	ISSI-TC0001AG	\$7.00	Each	\$5.74
Compensation Management (40,000 to 59,999 Named Users)	TC0001AH	ISSI-TC0001AH	\$6.00	Each	\$4.92
Compensation Management (60,000 to 40,000 Named Users)	TC0001AI	ISSI-TC0001AI	\$5.00	Each	\$4.10
Compensation Management (80,000 to 40,000 Named Users)	TC0001AJ	ISSI-TC0001AJ	\$4.00	Each	\$3.28
Compensation Management (100,000 or more Named Users)	TC0001AK	ISSI-TC0001AK	\$3.00	Each	\$2.46
<b>TotalPerformance Core Languages - Perpetual License</b>	<b>TP0009</b>	<b>ISSI-TP0009</b>			
TotalPerformance English (UK)	TP0009AA	ISSI-TP0009AA	No Charge	Each	N/A
TotalPerformance English (US)	TP0009AB	ISSI-TP0009AB	No Charge	Each	N/A
TotalPerformance French	TP0009AC	ISSI-TP0009AC	No Charge	Each	N/A
TotalPerformance German	TP0009AD	ISSI-TP0009AD	No Charge	Each	N/A
TotalPerformance Italian	TP0009AE	ISSI-TP0009AE	No Charge	Each	N/A
TotalPerformance Japanese	TP0009AF	ISSI-TP0009AF	No Charge	Each	N/A
TotalPerformance Portuguese (Brazilian)	TP0009AG	ISSI-TP0009AG	No Charge	Each	N/A
TotalPerformance Spanish (Universal)	TP0009AH	ISSI-TP0009AH	No Charge	Each	N/A
TotalPerformance Chinese (Traditional)	TP0009AI	ISSI-TP0009AI	No Charge	Each	N/A
TotalPerformance Chinese (Simple)	TP0009AJ	ISSI-TP0009AJ	No Charge	Each	N/A
TotalPerformance Canadian (French)	TP0009AK	ISSI-TP0009AK	No Charge	Each	N/A
<i>Note: Admin Interface, Emails, Templates, Reports or Instructions are in English Only.</i>					
<b>Pathlore Products Perpetual Licenses</b>					
<b>Pathlore LMS Enterprise Perpetual Licenses</b>		<b>ILMSP0001</b>			
500 Seat LMS Enterprise 6.5	LMS65500	ILMSP0001AA	\$63,500.00	Each	\$51,983.63
1000 Seat LMS Enterprise 6.5	LMS651000	ILMSP0001AB	\$70,350.00	Each	\$57,591.32
1500 Seat LMS Enterprise 6.5	LMS651500	ILMSP0001AC	\$77,200.00	Each	\$63,199.00
2000 Seat LMS Enterprise 6.5	LMS652000	ILMSP0001AD	\$84,050.00	Each	\$68,806.69
2500 Seat LMS Enterprise 6.5	LMS652500	ILMSP0001AE	\$90,900.00	Each	\$74,414.36
3000 Seat LMS Enterprise 6.5	LMS653000	ILMSP0001AF	\$97,750.00	Each	\$80,022.05
3500 Seat LMS Enterprise 6.5	LMS653500	ILMSP0001AG	\$104,600.00	Each	\$85,629.73
4000 Seat LMS Enterprise 6.5	LMS654000	ILMSP0001AH	\$111,450.00	Each	\$91,237.42
4500 Seat LMS Enterprise 6.5	LMS654500	ILMSP0001AI	\$118,300.00	Each	\$96,845.09
5000 Seat LMS Enterprise 6.5	LMS655000	ILMSP0001AJ	\$125,150.00	Each	\$102,452.78
5500 Seat LMS Enterprise 6.5	LMS655500	ILMSP0001AK	\$129,750.00	Each	\$106,218.52
6000 Seat LMS Enterprise 6.5	LMS656000	ILMSP0001AL	\$134,350.00	Each	\$109,984.27
6500 Seat LMS Enterprise 6.5	LMS656500	ILMSP0001AM	\$138,950.00	Each	\$113,750.01
7000 Seat LMS Enterprise 6.5	LMS657000	ILMSP0001AN	\$143,550.00	Each	\$117,515.75
7500 Seat LMS Enterprise 6.5	LMS657500	ILMSP0001AO	\$148,150.00	Each	\$121,281.50
8000 Seat LMS Enterprise 6.5	LMS658000	ILMSP0001AP	\$152,750.00	Each	\$125,047.24
8500 Seat LMS Enterprise 6.5	LMS658500	ILMSP0001AQ	\$157,350.00	Each	\$128,812.98

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
9000 Seat LMS Enterprise 6.5	LMS659000	ILMSP0001AR	\$161,950.00	Each	\$132,578.73
9500 Seat LMS Enterprise 6.5	LMS659500	ILMSP0001AS	\$166,550.00	Each	\$136,344.47
10000 Seat LMS Enterprise 6.5	LMS6510000	ILMSP0001AT	\$171,150.00	Each	\$140,110.21
<b>Pathlore LMS Classroom Perpetual Licenses</b>		<b>ILMSP0002</b>			
500 Seat LMS Classroom 6.5	LMSCE65500	ILMSP0002AA	\$53,500.00	Each	\$43,797.23
1000 Seat LMS Classroom 6.5	LMSCE651000	ILMSP0002AB	\$55,800.00	Each	\$45,680.11
1500 Seat LMS Classroom 6.5	LMSCE651500	ILMSP0002AC	\$58,100.00	Each	\$47,562.98
2000 Seat LMS Classroom 6.5	LMSCE652000	ILMSP0002AD	\$60,400.00	Each	\$49,445.85
2500 Seat LMS Classroom 6.5	LMSCE652500	ILMSP0002AE	\$62,700.00	Each	\$51,328.72
3000 Seat LMS Classroom 6.5	LMSCE653000	ILMSP0002AF	\$65,000.00	Each	\$53,211.59
3500 Seat LMS Classroom 6.5	LMSCE653500	ILMSP0002AG	\$67,300.00	Each	\$55,094.46
4000 Seat LMS Classroom 6.5	LMSCE654000	ILMSP0002AH	\$69,600.00	Each	\$56,977.33
4500 Seat LMS Classroom 6.5	LMSCE654500	ILMSP0002AI	\$71,900.00	Each	\$58,860.21
5000 Seat LMS Classroom 6.5	LMSCE655000	ILMSP0002AJ	\$74,200.00	Each	\$60,743.08
5500 Seat LMS Classroom 6.5	LMSCE655500	ILMSP0002AK	\$75,350.00	Each	\$61,684.52
6000 Seat LMS Classroom 6.5	LMSCE656000	ILMSP0002AL	\$76,500.00	Each	\$62,625.95
6500 Seat LMS Classroom 6.5	LMSCE656500	ILMSP0002AM	\$77,650.00	Each	\$63,567.39
7000 Seat LMS Classroom 6.5	LMSCE657000	ILMSP0002AN	\$78,800.00	Each	\$64,508.82
7500 Seat LMS Classroom 6.5	LMSCE657500	ILMSP0002AO	\$79,950.00	Each	\$65,450.26
8000 Seat LMS Classroom 6.5	LMSCE658000	ILMSP0002AP	\$81,100.00	Each	\$66,391.69
8500 Seat LMS Classroom 6.5	LMSCE658500	ILMSP0002AQ	\$82,250.00	Each	\$67,333.13
9000 Seat LMS Classroom 6.5	LMSCE659000	ILMSP0002AR	\$83,400.00	Each	\$68,274.56
9500 Seat LMS Classroom 6.5	LMSCE659500	ILMSP0002AS	\$84,550.00	Each	\$69,216.00
10000 Seat LMS Classroom 6.5	LMSCE6510000	ILMSP0002AT	\$85,700.00	Each	\$70,157.44
<b>Pathlore LMS Skills Management Perpetual Licenses</b>		<b>ILMSP0003</b>			
500 Seat LMS Skills Mgmt 6.5	LMSSK65500	ILMSP0003AA	\$31,750.00	Each	\$25,991.82
1000 Seat LMS Skills Mgmt 6.5	LMSSK651000	ILMSP0003AB	\$35,175.00	Each	\$28,795.66
1500 Seat LMS Skills Mgmt 6.5	LMSSK651500	ILMSP0003AC	\$38,600.00	Each	\$31,599.50
2000 Seat LMS Skills Mgmt 6.5	LMSSK652000	ILMSP0003AD	\$42,025.00	Each	\$34,403.34
2500 Seat LMS Skills Mgmt 6.5	LMSSK652500	ILMSP0003AE	\$45,450.00	Each	\$37,207.19
3000 Seat LMS Skills Mgmt 6.5	LMSSK653000	ILMSP0003AF	\$48,875.00	Each	\$40,011.03
3500 Seat LMS Skills Mgmt 6.5	LMSSK653500	ILMSP0003AG	\$52,300.00	Each	\$42,814.87
4000 Seat LMS Skills Mgmt 6.5	LMSSK654000	ILMSP0003AH	\$55,725.00	Each	\$45,618.71
4500 Seat LMS Skills Mgmt 6.5	LMSSK654500	ILMSP0003AI	\$59,150.00	Each	\$48,422.55
5000 Seat LMS Skills Mgmt 6.5	LMSSK655000	ILMSP0003AJ	\$62,575.00	Each	\$51,226.39
5500 Seat LMS Skills Mgmt 6.5	LMSSK655500	ILMSP0003AK	\$64,875.00	Each	\$53,109.26
6000 Seat LMS Skills Mgmt 6.5	LMSSK656000	ILMSP0003AL	\$67,175.00	Each	\$54,992.14
6500 Seat LMS Skills Mgmt 6.5	LMSSK656500	ILMSP0003AM	\$69,475.00	Each	\$56,875.01
7000 Seat LMS Skills Mgmt 6.5	LMSSK657000	ILMSP0003AN	\$71,775.00	Each	\$58,757.88
7500 Seat LMS Skills Mgmt 6.5	LMSSK657500	ILMSP0003AO	\$74,075.00	Each	\$60,640.75
8000 Seat LMS Skills Mgmt 6.5	LMSSK658000	ILMSP0003AP	\$76,375.00	Each	\$62,523.62
8500 Seat LMS Skills Mgmt 6.5	LMSSK658500	ILMSP0003AQ	\$78,675.00	Each	\$64,406.49
9000 Seat LMS Skills Mgmt 6.5	LMSSK659000	ILMSP0003AR	\$80,975.00	Each	\$66,289.37

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
9500 Seat LMS Skills Mgmt 6.5	LMSSK659500	ILMSP0003AS	\$83,275.00	Each	\$68,172.24
10000 Seat LMS Skills Mgmt 6.5	LMSSK6510000	ILMSP0003AT	\$85,575.00	Each	\$70,055.11
<b>Pathlore Registrar LMS Products</b>					
<b>Pathlore Registrar LMS Core Product</b>		<b>ILMSP0004</b>			
100 Seat LMS Registrar 6.5	LMSREG65100	ILMSP0004AA	\$4,280.00	Each	\$3,503.78
200 Seat LMS Registrar 6.5	LMSREG65200	ILMSP0004AB	\$8,560.00	Each	\$7,007.56
300 Seat LMS Registrar 6.5	LMSREG65300	ILMSP0004AC	\$12,840.00	Each	\$10,511.34
400 Seat LMS Registrar 6.5	LMSREG65400	ILMSP0004AD	\$17,120.00	Each	\$14,015.12
500 Seat LMS Registrar 6.5	LMSREG65500	ILMSP0004AE	\$21,400.00	Each	\$17,518.90
1000 Seat LMS Registrar 6.5	LMSREG651000	ILMSP0004AF	\$22,320.00	Each	\$18,272.05
1500 Seat LMS Registrar 6.5	LMSREG651500	ILMSP0004AG	\$23,240.00	Each	\$19,025.19
2000 Seat LMS Registrar 6.5	LMSREG652000	ILMSP0004AH	\$24,160.00	Each	\$19,778.34
2500 Seat LMS Registrar 6.5	LMSREG652500	ILMSP0004AI	\$25,080.00	Each	\$20,531.49
3000 Seat LMS Registrar 6.5	LMSREG653000	ILMSP0004AJ	\$26,000.00	Each	\$21,284.64
3500 Seat LMS Registrar 6.5	LMSREG653500	ILMSP0004AK	\$26,920.00	Each	\$22,037.79
4000 Seat LMS Registrar 6.5	LMSREG654000	ILMSP0004AL	\$27,840.00	Each	\$22,790.94
4500 Seat LMS Registrar 6.5	LMSREG654500	ILMSP0004AM	\$28,760.00	Each	\$23,544.09
5000 Seat LMS Registrar 6.5	LMSREG655000	ILMSP0004AN	\$29,680.00	Each	\$24,297.23
5500 Seat LMS Registrar 6.5	LMSREG655500	ILMSP0004AO	\$30,140.00	Each	\$24,673.81
6000 Seat LMS Registrar 6.5	LMSREG656000	ILMSP0004AP	\$30,600.00	Each	\$25,050.38
6500 Seat LMS Registrar 6.5	LMSREG656500	ILMSP0004AQ	\$31,060.00	Each	\$25,426.96
7000 Seat LMS Registrar 6.5	LMSREG657000	ILMSP0004AR	\$31,520.00	Each	\$25,803.53
7500 Seat LMS Registrar 6.5	LMSREG657500	ILMSP0004AS	\$31,980.00	Each	\$26,180.11
8000 Seat LMS Registrar 6.5	LMSREG658000	ILMSP0004AT	\$32,440.00	Each	\$26,556.68
8500 Seat LMS Registrar 6.5	LMSREG658500	ILMSP0004AT	\$32,900.00	Each	\$26,933.25
9000 Seat LMS Registrar 6.5	LMSREG659000	ILMSP0004AT	\$33,360.00	Each	\$27,309.83
9500 Seat LMS Registrar 6.5	LMSREG659500	ILMSP0004AT	\$33,820.00	Each	\$27,686.40
10000 Seat LMS Registrar 6.5	LMSREG6510000	ILMSP0004AT	\$34,280.00	Each	\$28,062.98
<b>Pathlore Registrar LMS Skills Management</b>		<b>ILMSP0005</b>			
500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG65500	ILMSP0005AA	\$31,750.00	Each	\$25,991.82
1000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG651000	ILMSP0005AB	\$35,175.00	Each	\$28,795.66
1500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG651500	ILMSP0005AC	\$38,600.00	Each	\$31,599.50
2000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG652000	ILMSP0005AD	\$42,025.00	Each	\$34,403.34
2500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG652500	ILMSP0005AE	\$45,450.00	Each	\$37,207.19
3000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG653000	ILMSP0005AF	\$48,875.00	Each	\$40,011.03
3500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG653500	ILMSP0005AG	\$52,300.00	Each	\$42,814.87
4000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG654000	ILMSP0005AH	\$55,725.00	Each	\$45,618.71
4500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG654500	ILMSP0005AI	\$59,150.00	Each	\$48,422.55
5000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG655000	ILMSP0005AJ	\$62,575.00	Each	\$51,226.39
5500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG655500	ILMSP0005AK	\$64,875.00	Each	\$53,109.26
6000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG656000	ILMSP0005AL	\$67,175.00	Each	\$54,992.14
6500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG656500	ILMSP0005AM	\$69,475.00	Each	\$56,875.01

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
7000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG657000	ILMSP0005AN	\$71,775.00	Each	\$58,757.88
7500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG657500	ILMSP0005AO	\$74,075.00	Each	\$60,640.75
8000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG658000	ILMSP0005AP	\$76,375.00	Each	\$62,523.62
8500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG658500	ILMSP0005AQ	\$78,675.00	Each	\$64,406.49
9000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG659000	ILMSP0005AR	\$80,975.00	Each	\$66,289.37
9500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG659500	ILMSP0005AS	\$83,275.00	Each	\$68,172.24
10000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREG6510000	ILMSP0005AT	\$85,575.00	Each	\$70,055.11
<b>Pathlore Phoenix or Preference Products Perpetual Licenses</b>					
LMS Enterprise Compliance Kit 6.5	LMSCCK65	ILMSP0006AA	\$5,250.00	Each	\$4,297.87
LMS Classroom Compliance Kit 6.5	LMSCECK65	ILMSP0006AC	\$10,500.00	Each	\$8,595.72
LMS Registrar Compliance Kit 6.5	LMSREGCK65	ILMSP0006AB	\$15,750.00	Each	\$12,893.59
0-5000 Seat SDK (XLMS) Kit 6.5	LMSSDK65 0-5000	ILMSP0007AA	\$5,000.00	Each	\$4,093.20
5001-10000 Seat SDK (XLMS) Kit 6.5	LMSSDK65 5001-10000	ILMSP0007AB	\$10,000.00	Each	\$8,186.40
Phoenix Connector 1.0	PC10	ILMSP0008AA	\$5,000.00	Each	\$4,093.20
500 Seat Virtual Classroom Connector 1.0	VCC10500	ILMSP0009AA	\$3,000.00	Each	\$2,455.92
1000 Seat Virtual Classroom Connector 1.0	VCC101000	ILMSP0009AB	\$3,350.00	Each	\$2,742.45
1500 Seat Virtual Classroom Connector 1.0	VCC101500	ILMSP0009AC	\$3,700.00	Each	\$3,028.97
2000 Seat Virtual Classroom Connector 1.0	VCC102000	ILMSP0009AD	\$4,050.00	Each	\$3,315.50
2500 Seat Virtual Classroom Connector 1.0	VCC102500	ILMSP0009AE	\$4,400.00	Each	\$3,602.02
3000 Seat Virtual Classroom Connector 1.0	VCC103000	ILMSP0009AF	\$4,750.00	Each	\$3,888.55
3500 Seat Virtual Classroom Connector 1.0	VCC103500	ILMSP0009AG	\$5,100.00	Each	\$4,175.07
4000 Seat Virtual Classroom Connector 1.0	VCC104000	ILMSP0009AH	\$5,450.00	Each	\$4,461.60
4500 Seat Virtual Classroom Connector 1.0	VCC104500	ILMSP0009AI	\$5,800.00	Each	\$4,748.12
5000 Seat Virtual Classroom Connector 1.0	VCC105000	ILMSP0009AJ	\$6,000.00	Each	\$4,911.84
5500 Seat Virtual Classroom Connector 1.0	VCC105500	ILMSP0009AK	\$6,225.00	Each	\$5,096.04
6000 Seat Virtual Classroom Connector 1.0	VCC106000	ILMSP0009AL	\$6,450.00	Each	\$5,280.24
6500 Seat Virtual Classroom Connector 1.0	VCC106500	ILMSP0009AM	\$6,675.00	Each	\$5,464.43
7000 Seat Virtual Classroom Connector 1.0	VCC107000	ILMSP0009AN	\$6,900.00	Each	\$5,648.62
7500 Seat Virtual Classroom Connector 1.0	VCC107500	ILMSP0009AO	\$7,125.00	Each	\$5,832.81
8000 Seat Virtual Classroom Connector 1.0	VCC108000	ILMSP0009AP	\$7,350.00	Each	\$6,017.01
8500 Seat Virtual Classroom Connector 1.0	VCC108500	ILMSP0009AQ	\$7,575.00	Each	\$6,201.20
9000 Seat Virtual Classroom Connector 1.0	VCC109000	ILMSP0009AR	\$7,800.00	Each	\$6,385.40
9500 Seat Virtual Classroom Connector 1.0	VCC109500	ILMSP0009AS	\$8,025.00	Each	\$6,569.59
10000 Seat Virtual Classroom Connector 1.0	VCC1010000	ILMSP0009AT	\$8,250.00	Each	\$6,753.79
LMS Phone Self Service 6.5	LMSPSS65	ILMSP0010AA	\$33,000.00	Each	\$27,015.12
<b>Pathlore Metric Analyzer 1.0 Perpetual License</b>		<b>IMAP0001</b>			
500 SEAT METRIC ANALYZER 1.0	MA10500	IMAP0001AA	\$12,700.00	Each	\$10,396.73
1000 SEAT METRIC ANALYZER 1.0	MA101000	IMAP0001AB	\$14,070.00	Each	\$11,518.27
1500 SEAT LMETRIC ANALYZER 1.0	MA101500	IMAP0001AC	\$15,440.00	Each	\$12,639.80
2000 SEAT METRIC ANALYZER 1.0	MA102000	IMAP0001AD	\$16,810.00	Each	\$13,761.35
2500 SEAT METRIC ANALYZER 1.0	MA102500	IMAP0001AE	\$18,180.00	Each	\$14,882.88
3000 SEAT METRIC ANALYZER 1.0	MA103000	IMAP0001AF	\$19,550.00	Each	\$16,004.42

Software Product and Services Description	SumTotal CLIN	ISSI GSA CLIN	Mfr.List Price	Unit	GSA (MAS) Price with IFF
3500 SEAT METRIC ANALYZER 1.0	MA103500	IMAP0001AG	\$20,920.00	Each	\$17,125.95
4000 SEAT METRIC ANALYZER 1.0	MA104000	IMAP0001AH	\$22,290.00	Each	\$18,247.49
4500 SEAT METRIC ANALYZER 1.0	MA104500	IMAP0001AI	\$23,660.00	Each	\$19,369.02
5000 SEAT METRIC ANALYZER 1.0	MA105000	IMAP0001AJ	\$25,030.00	Each	\$20,490.56
5500 SEAT METRIC ANALYZER 1.0	MA105500	IMAP0001AK	\$25,950.00	Each	\$21,243.71
6000 SEAT METRIC ANALYZER 1.0	MA106000	IMAP0001AL	\$26,870.00	Each	\$21,996.86
6500 SEAT METRIC ANALYZER 1.0	MA106500	IMAP0001AM	\$27,790.00	Each	\$22,750.01
7000 SEAT METRIC ANALYZER 1.0	MA107000	IMAP0001AN	\$28,710.00	Each	\$23,503.16
7500 SEAT METRIC ANALYZER 1.0	MA107500	IMAP0001AO	\$29,630.00	Each	\$24,256.31
8000 SEAT METRIC ANALYZER 1.0	MA108000	IMAP0001AP	\$30,550.00	Each	\$25,009.46
8500 SEAT METRIC ANALYZER 1.0	MA108500	IMAP0001AQ	\$31,470.00	Each	\$25,762.60
9000 SEAT METRIC ANALYZER 1.0	MA109000	IMAP0001AR	\$32,390.00	Each	\$26,515.75
9500 SEAT METRIC ANALYZER 1.0	MA109500	IMAP0001AS	\$33,310.00	Each	\$27,268.90
10000 SEAT METRIC ANALYZER 1.0	MA1010000	IMAP0001AT	\$34,230.00	Each	\$28,022.05
<b>Pathlore Phoenix or Preference Perpetual Licenses</b>		<b>IPP0001</b>			
Phoenix or Preference license fee for 50 MIPS including first year maintenance	PHO-PREF 7.8 50 MIPS	ISSI-TP0005AE-50	\$46,626.00	Each	\$38,169.91
Phoenix or Preference license fee for 51 MIPS including first year maintenance	PHO-PREF 7.8 51 MIPS	ISSI-TP0005AE-51	\$47,161.00	Each	\$38,607.87
Phoenix or Preference license fee for 52 MIPS including first year maintenance	PHO-PREF 7.8 52 MIPS	ISSI-TP0005AE-52	\$47,681.00	Each	\$39,033.57
Phoenix or Preference license fee for 53 MIPS including first year maintenance	PHO-PREF 7.8 53 MIPS	ISSI-TP0005AE-53	\$48,288.00	Each	\$39,530.48
Phoenix or Preference license fee for 54 MIPS including first year maintenance	PHO-PREF 7.8 54 MIPS	ISSI-TP0005AE-54	\$48,778.00	Each	\$39,931.62
Phoenix or Preference license fee for 55 MIPS including first year maintenance	PHO-PREF 7.8 55 MIPS	ISSI-TP0005AE-55	\$49,359.00	Each	\$40,407.25
Phoenix or Preference license fee for 56 MIPS including first year maintenance	PHO-PREF 7.8 56 MIPS	ISSI-TP0005AE-56	\$49,820.00	Each	\$40,784.64
Phoenix or Preference license fee for 57 MIPS including first year maintenance	PHO-PREF 7.8 57 MIPS	ISSI-TP0005AE-57	\$50,321.00	Each	\$41,194.78
Phoenix or Preference license fee for 58 MIPS including first year maintenance	PHO-PREF 7.8 58 MIPS	ISSI-TP0005AE-58	\$50,865.00	Each	\$41,640.12
Phoenix or Preference license fee for 59 MIPS including first year maintenance	PHO-PREF 7.8 59 MIPS	ISSI-TP0005AE-59	\$51,282.00	Each	\$41,981.50
Phoenix or Preference license fee for 60 MIPS including first year maintenance	PHO-PREF 7.8 60 MIPS	ISSI-TP0005AE-60	\$51,742.00	Each	\$42,358.07
Phoenix or Preference license fee for 61 MIPS including first year maintenance	PHO-PREF 7.8 61 MIPS	ISSI-TP0005AE-61	\$52,248.00	Each	\$42,772.30
Phoenix or Preference license fee for 62 MIPS including first year maintenance	PHO-PREF 7.8 62 MIPS	ISSI-TP0005AE-62	\$52,681.00	Each	\$43,126.77
Phoenix or Preference license fee for 63 MIPS including first year maintenance	PHO-PREF 7.8 63 MIPS	ISSI-TP0005AE-63	\$53,101.00	Each	\$43,470.59
Phoenix or Preference license fee for 64 MIPS including first year maintenance	PHO-PREF 7.8 64 MIPS	ISSI-TP0005AE-64	\$53,570.00	Each	\$43,854.54

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 65 MIPS including first year maintenance	PHO-PREF 7.8 65 MIPS	ISSI-TP0005AE-65	\$53,964.00	Each	\$44,177.08
Phoenix or Preference license fee for 66 MIPS including first year maintenance	PHO-PREF 7.8 66 MIPS	ISSI-TP0005AE-66	\$54,408.00	Each	\$44,540.56
Phoenix or Preference license fee for 67 MIPS including first year maintenance	PHO-PREF 7.8 67 MIPS	ISSI-TP0005AE-67	\$54,775.00	Each	\$44,841.00
Phoenix or Preference license fee for 68 MIPS including first year maintenance	PHO-PREF 7.8 68 MIPS	ISSI-TP0005AE-68	\$55,328.00	Each	\$45,293.71
Phoenix or Preference license fee for 69 MIPS including first year maintenance	PHO-PREF 7.8 69 MIPS	ISSI-TP0005AE-69	\$55,805.00	Each	\$45,684.20
Phoenix or Preference license fee for 70 MIPS including first year maintenance	PHO-PREF 7.8 70 MIPS	ISSI-TP0005AE-70	\$56,341.00	Each	\$46,122.99
Phoenix or Preference license fee for 71 MIPS including first year maintenance	PHO-PREF 7.8 71 MIPS	ISSI-TP0005AE-71	\$56,800.00	Each	\$46,498.75
Phoenix or Preference license fee for 72 MIPS including first year maintenance	PHO-PREF 7.8 72 MIPS	ISSI-TP0005AE-72	\$57,319.00	Each	\$46,923.62
Phoenix or Preference license fee for 73 MIPS including first year maintenance	PHO-PREF 7.8 73 MIPS	ISSI-TP0005AE-73	\$57,902.00	Each	\$47,400.89
Phoenix or Preference license fee for 74 MIPS including first year maintenance	PHO-PREF 7.8 74 MIPS	ISSI-TP0005AE-74	\$58,335.00	Each	\$47,755.36
Phoenix or Preference license fee for 75 MIPS including first year maintenance	PHO-PREF 7.8 75 MIPS	ISSI-TP0005AE-75	\$58,831.00	Each	\$48,161.41
Phoenix or Preference license fee for 76 MIPS including first year maintenance	PHO-PREF 7.8 76 MIPS	ISSI-TP0005AE-76	\$59,245.00	Each	\$48,500.32
Phoenix or Preference license fee for 77 MIPS including first year maintenance	PHO-PREF 7.8 77 MIPS	ISSI-TP0005AE-77	\$59,724.00	Each	\$48,892.45
Phoenix or Preference license fee for 78 MIPS including first year maintenance	PHO-PREF 7.8 78 MIPS	ISSI-TP0005AE-78	\$60,272.00	Each	\$49,341.06
Phoenix or Preference license fee for 79 MIPS including first year maintenance	PHO-PREF 7.8 79 MIPS	ISSI-TP0005AE-79	\$60,660.00	Each	\$49,658.70
Phoenix or Preference license fee for 80 MIPS including first year maintenance	PHO-PREF 7.8 80 MIPS	ISSI-TP0005AE-80	\$61,116.00	Each	\$50,031.99
Phoenix or Preference license fee for 81 MIPS including first year maintenance	PHO-PREF 7.8 81 MIPS	ISSI-TP0005AE-81	\$61,564.00	Each	\$50,398.75
Phoenix or Preference license fee for 82 MIPS including first year maintenance	PHO-PREF 7.8 82 MIPS	ISSI-TP0005AE-82	\$62,004.00	Each	\$50,758.95
Phoenix or Preference license fee for 83 MIPS including first year maintenance	PHO-PREF 7.8 83 MIPS	ISSI-TP0005AE-83	\$62,437.00	Each	\$51,113.42
Phoenix or Preference license fee for 84 MIPS including first year maintenance	PHO-PREF 7.8 84 MIPS	ISSI-TP0005AE-84	\$62,862.00	Each	\$51,461.35
Phoenix or Preference license fee for 85 MIPS including first year maintenance	PHO-PREF 7.8 85 MIPS	ISSI-TP0005AE-85	\$63,279.00	Each	\$51,802.72
Phoenix or Preference license fee for 86 MIPS including first year maintenance	PHO-PREF 7.8 86 MIPS	ISSI-TP0005AE-86	\$63,772.00	Each	\$52,206.30
Phoenix or Preference license fee for 87 MIPS including first year maintenance	PHO-PREF 7.8 87 MIPS	ISSI-TP0005AE-87	\$64,090.00	Each	\$52,466.63
Phoenix or Preference license fee for 88 MIPS including first year maintenance	PHO-PREF 7.8 88 MIPS	ISSI-TP0005AE-88	\$64,569.00	Each	\$52,858.76



<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 89 MIPS including first year maintenance	PHO-PREF 7.8 89 MIPS	ISSI-TP0005AE-89	\$64,956.00	Each	\$53,175.57
Phoenix or Preference license fee for 90 MIPS including first year maintenance	PHO-PREF 7.8 90 MIPS	ISSI-TP0005AE-90	\$65,335.00	Each	\$53,485.84
Phoenix or Preference license fee for 91 MIPS including first year maintenance	PHO-PREF 7.8 91 MIPS	ISSI-TP0005AE-91	\$65,706.00	Each	\$53,789.56
Phoenix or Preference license fee for 92 MIPS including first year maintenance	PHO-PREF 7.8 92 MIPS	ISSI-TP0005AE-92	\$66,159.00	Each	\$54,160.40
Phoenix or Preference license fee for 93 MIPS including first year maintenance	PHO-PREF 7.8 93 MIPS	ISSI-TP0005AE-93	\$66,425.00	Each	\$54,378.15
Phoenix or Preference license fee for 94 MIPS including first year maintenance	PHO-PREF 7.8 94 MIPS	ISSI-TP0005AE-94	\$66,865.00	Each	\$54,738.35
Phoenix or Preference license fee for 95 MIPS including first year maintenance	PHO-PREF 7.8 95 MIPS	ISSI-TP0005AE-95	\$67,206.00	Each	\$55,017.52
Phoenix or Preference license fee for 96 MIPS including first year maintenance	PHO-PREF 7.8 96 MIPS	ISSI-TP0005AE-96	\$67,726.00	Each	\$55,443.21
Phoenix or Preference license fee for 97 MIPS including first year maintenance	PHO-PREF 7.8 97 MIPS	ISSI-TP0005AE-97	\$68,148.00	Each	\$55,788.67
Phoenix or Preference license fee for 98 MIPS including first year maintenance	PHO-PREF 7.8 98 MIPS	ISSI-TP0005AE-98	\$68,564.00	Each	\$56,129.22
Phoenix or Preference license fee for 99 MIPS including first year maintenance	PHO-PREF 7.8 99 MIPS	ISSI-TP0005AE-99	\$68,974.00	Each	\$56,464.87
Phoenix or Preference license fee for 100 MIPS including first year maintenance	PHO-PREF 7.8 100 MIPS	ISSI-TP0005AE-100	\$69,379.00	Each	\$56,796.42
Phoenix or Preference license fee for 101 MIPS including first year maintenance	PHO-PREF 7.8 101 MIPS	ISSI-TP0005AE-101	\$69,876.00	Each	\$57,203.28
Phoenix or Preference license fee for 102 MIPS including first year maintenance	PHO-PREF 7.8 102 MIPS	ISSI-TP0005AE-102	\$70,269.00	Each	\$57,525.00
Phoenix or Preference license fee for 103 MIPS including first year maintenance	PHO-PREF 7.8 103 MIPS	ISSI-TP0005AE-103	\$70,657.00	Each	\$57,842.63
Phoenix or Preference license fee for 104 MIPS including first year maintenance	PHO-PREF 7.8 104 MIPS	ISSI-TP0005AE-104	\$71,039.00	Each	\$58,155.36
Phoenix or Preference license fee for 105 MIPS including first year maintenance	PHO-PREF 7.8 105 MIPS	ISSI-TP0005AE-105	\$71,415.00	Each	\$58,463.17
Phoenix or Preference license fee for 106 MIPS including first year maintenance	PHO-PREF 7.8 106 MIPS	ISSI-TP0005AE-106	\$71,889.00	Each	\$58,851.20
Phoenix or Preference license fee for 107 MIPS including first year maintenance	PHO-PREF 7.8 107 MIPS	ISSI-TP0005AE-107	\$72,150.00	Each	\$59,064.87
Phoenix or Preference license fee for 108 MIPS including first year maintenance	PHO-PREF 7.8 108 MIPS	ISSI-TP0005AE-108	\$72,614.00	Each	\$59,444.72
Phoenix or Preference license fee for 109 MIPS including first year maintenance	PHO-PREF 7.8 109 MIPS	ISSI-TP0005AE-109	\$72,968.00	Each	\$59,734.51
Phoenix or Preference license fee for 110 MIPS including first year maintenance	PHO-PREF 7.8 110 MIPS	ISSI-TP0005AE-110	\$73,423.00	Each	\$60,107.00
Phoenix or Preference license fee for 111 MIPS including first year maintenance	PHO-PREF 7.8 111 MIPS	ISSI-TP0005AE-111	\$73,657.00	Each	\$60,298.55
Phoenix or Preference license fee for 112 MIPS including first year maintenance	PHO-PREF 7.8 112 MIPS	ISSI-TP0005AE-112	\$74,103.00	Each	\$60,663.67

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 113 MIPS including first year maintenance	PHO-PREF 7.8 113 MIPS	ISSI-TP0005AE-113	\$74,544.00	Each	\$61,024.69
Phoenix or Preference license fee for 114 MIPS including first year maintenance	PHO-PREF 7.8 114 MIPS	ISSI-TP0005AE-114	\$74,871.00	Each	\$61,292.39
Phoenix or Preference license fee for 115 MIPS including first year maintenance	PHO-PREF 7.8 115 MIPS	ISSI-TP0005AE-115	\$75,191.00	Each	\$61,554.35
Phoenix or Preference license fee for 116 MIPS including first year maintenance	PHO-PREF 7.8 116 MIPS	ISSI-TP0005AE-116	\$75,506.00	Each	\$61,812.23
Phoenix or Preference license fee for 117 MIPS including first year maintenance	PHO-PREF 7.8 117 MIPS	ISSI-TP0005AE-117	\$75,929.00	Each	\$62,158.50
Phoenix or Preference license fee for 118 MIPS including first year maintenance	PHO-PREF 7.8 118 MIPS	ISSI-TP0005AE-118	\$76,233.00	Each	\$62,407.37
Phoenix or Preference license fee for 119 MIPS including first year maintenance	PHO-PREF 7.8 119 MIPS	ISSI-TP0005AE-119	\$76,531.00	Each	\$62,651.33
Phoenix or Preference license fee for 120 MIPS including first year maintenance	PHO-PREF 7.8 120 MIPS	ISSI-TP0005AE-120	\$76,940.00	Each	\$62,986.15
Phoenix or Preference license fee for 121 MIPS including first year maintenance	PHO-PREF 7.8 121 MIPS	ISSI-TP0005AE-121	\$77,228.00	Each	\$63,221.92
Phoenix or Preference license fee for 122 MIPS including first year maintenance	PHO-PREF 7.8 122 MIPS	ISSI-TP0005AE-122	\$77,628.00	Each	\$63,549.38
Phoenix or Preference license fee for 123 MIPS including first year maintenance	PHO-PREF 7.8 123 MIPS	ISSI-TP0005AE-123	\$77,905.00	Each	\$63,776.14
Phoenix or Preference license fee for 124 MIPS including first year maintenance	PHO-PREF 7.8 124 MIPS	ISSI-TP0005AE-124	\$78,176.00	Each	\$63,997.99
Phoenix or Preference license fee for 125 MIPS including first year maintenance	PHO-PREF 7.8 125 MIPS	ISSI-TP0005AE-125	\$78,563.00	Each	\$64,314.81
Phoenix or Preference license fee for 126 MIPS including first year maintenance	PHO-PREF 7.8 126 MIPS	ISSI-TP0005AE-126	\$78,946.00	Each	\$64,628.35
Phoenix or Preference license fee for 127 MIPS including first year maintenance	PHO-PREF 7.8 127 MIPS	ISSI-TP0005AE-127	\$79,077.00	Each	\$64,735.58
Phoenix or Preference license fee for 128 MIPS including first year maintenance	PHO-PREF 7.8 128 MIPS	ISSI-TP0005AE-128	\$79,450.00	Each	\$65,040.94
Phoenix or Preference license fee for 129 MIPS including first year maintenance	PHO-PREF 7.8 129 MIPS	ISSI-TP0005AE-129	\$79,820.00	Each	\$65,343.83
Phoenix or Preference license fee for 130 MIPS including first year maintenance	PHO-PREF 7.8 130 MIPS	ISSI-TP0005AE-130	\$80,185.00	Each	\$65,642.63
Phoenix or Preference license fee for 131 MIPS including first year maintenance	PHO-PREF 7.8 131 MIPS	ISSI-TP0005AE-131	\$80,547.00	Each	\$65,938.99
Phoenix or Preference license fee for 132 MIPS including first year maintenance	PHO-PREF 7.8 132 MIPS	ISSI-TP0005AE-132	\$80,904.00	Each	\$66,231.24
Phoenix or Preference license fee for 133 MIPS including first year maintenance	PHO-PREF 7.8 133 MIPS	ISSI-TP0005AE-133	\$81,258.00	Each	\$66,521.04
Phoenix or Preference license fee for 134 MIPS including first year maintenance	PHO-PREF 7.8 134 MIPS	ISSI-TP0005AE-134	\$81,608.00	Each	\$66,807.56
Phoenix or Preference license fee for 135 MIPS including first year maintenance	PHO-PREF 7.8 135 MIPS	ISSI-TP0005AE-135	\$82,085.00	Each	\$67,198.05
Phoenix or Preference license fee for 136 MIPS including first year maintenance	PHO-PREF 7.8 136 MIPS	ISSI-TP0005AE-136	\$82,428.00	Each	\$67,478.85

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 137 MIPS including first year maintenance	PHO-PREF 7.8 137 MIPS	ISSI-TP0005AE-137	\$82,767.00	Each	\$67,756.37
Phoenix or Preference license fee for 138 MIPS including first year maintenance	PHO-PREF 7.8 138 MIPS	ISSI-TP0005AE-138	\$83,102.00	Each	\$68,030.61
Phoenix or Preference license fee for 139 MIPS including first year maintenance	PHO-PREF 7.8 139 MIPS	ISSI-TP0005AE-139	\$83,434.00	Each	\$68,302.40
Phoenix or Preference license fee for 140 MIPS including first year maintenance	PHO-PREF 7.8 140 MIPS	ISSI-TP0005AE-140	\$83,761.00	Each	\$68,570.09
Phoenix or Preference license fee for 141 MIPS including first year maintenance	PHO-PREF 7.8 141 MIPS	ISSI-TP0005AE-141	\$84,222.00	Each	\$68,947.49
Phoenix or Preference license fee for 142 MIPS including first year maintenance	PHO-PREF 7.8 142 MIPS	ISSI-TP0005AE-142	\$84,543.00	Each	\$69,210.27
Phoenix or Preference license fee for 143 MIPS including first year maintenance	PHO-PREF 7.8 143 MIPS	ISSI-TP0005AE-143	\$84,859.00	Each	\$69,468.96
Phoenix or Preference license fee for 144 MIPS including first year maintenance	PHO-PREF 7.8 144 MIPS	ISSI-TP0005AE-144	\$85,172.00	Each	\$69,725.19
Phoenix or Preference license fee for 145 MIPS including first year maintenance	PHO-PREF 7.8 145 MIPS	ISSI-TP0005AE-145	\$85,481.00	Each	\$69,978.15
Phoenix or Preference license fee for 146 MIPS including first year maintenance	PHO-PREF 7.8 146 MIPS	ISSI-TP0005AE-146	\$85,786.00	Each	\$70,227.84
Phoenix or Preference license fee for 147 MIPS including first year maintenance	PHO-PREF 7.8 147 MIPS	ISSI-TP0005AE-147	\$86,230.00	Each	\$70,591.32
Phoenix or Preference license fee for 148 MIPS including first year maintenance	PHO-PREF 7.8 148 MIPS	ISSI-TP0005AE-148	\$86,528.00	Each	\$70,835.27
Phoenix or Preference license fee for 149 MIPS including first year maintenance	PHO-PREF 7.8 149 MIPS	ISSI-TP0005AE-149	\$86,968.00	Each	\$71,195.47
Phoenix or Preference license fee for 150 MIPS including first year maintenance	PHO-PREF 7.8 150 MIPS	ISSI-TP0005AE-150	\$87,113.00	Each	\$71,314.17
Phoenix or Preference license fee for 151 MIPS including first year maintenance	PHO-PREF 7.8 151 MIPS	ISSI-TP0005AE-151	\$87,400.00	Each	\$71,549.12
Phoenix or Preference license fee for 152 MIPS including first year maintenance	PHO-PREF 7.8 152 MIPS	ISSI-TP0005AE-152	\$87,830.00	Each	\$71,901.14
Phoenix or Preference license fee for 153 MIPS including first year maintenance	PHO-PREF 7.8 153 MIPS	ISSI-TP0005AE-153	\$88,110.00	Each	\$72,130.36
Phoenix or Preference license fee for 154 MIPS including first year maintenance	PHO-PREF 7.8 154 MIPS	ISSI-TP0005AE-154	\$88,536.00	Each	\$72,479.10
Phoenix or Preference license fee for 155 MIPS including first year maintenance	PHO-PREF 7.8 155 MIPS	ISSI-TP0005AE-155	\$88,809.00	Each	\$72,702.58
Phoenix or Preference license fee for 156 MIPS including first year maintenance	PHO-PREF 7.8 156 MIPS	ISSI-TP0005AE-156	\$88,926.00	Each	\$72,798.37
Phoenix or Preference license fee for 157 MIPS including first year maintenance	PHO-PREF 7.8 157 MIPS	ISSI-TP0005AE-157	\$89,343.00	Each	\$73,139.74
Phoenix or Preference license fee for 158 MIPS including first year maintenance	PHO-PREF 7.8 158 MIPS	ISSI-TP0005AE-158	\$89,604.00	Each	\$73,353.41
Phoenix or Preference license fee for 159 MIPS including first year maintenance	PHO-PREF 7.8 159 MIPS	ISSI-TP0005AE-159	\$90,016.00	Each	\$73,690.69
Phoenix or Preference license fee for 160 MIPS including first year maintenance	PHO-PREF 7.8 160 MIPS	ISSI-TP0005AE-160	\$90,270.00	Each	\$73,898.62

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 161 MIPS including first year maintenance	PHO-PREF 7.8 161 MIPS	ISSI-TP0005AE-161	\$90,677.00	Each	\$74,231.80
Phoenix or Preference license fee for 162 MIPS including first year maintenance	PHO-PREF 7.8 162 MIPS	ISSI-TP0005AE-162	\$90,767.00	Each	\$74,305.49
Phoenix or Preference license fee for 163 MIPS including first year maintenance	PHO-PREF 7.8 163 MIPS	ISSI-TP0005AE-163	\$91,169.00	Each	\$74,634.57
Phoenix or Preference license fee for 164 MIPS including first year maintenance	PHO-PREF 7.8 164 MIPS	ISSI-TP0005AE-164	\$91,408.00	Each	\$74,830.23
Phoenix or Preference license fee for 165 MIPS including first year maintenance	PHO-PREF 7.8 165 MIPS	ISSI-TP0005AE-165	\$91,644.00	Each	\$75,023.43
Phoenix or Preference license fee for 166 MIPS including first year maintenance	PHO-PREF 7.8 166 MIPS	ISSI-TP0005AE-166	\$92,038.00	Each	\$75,345.98
Phoenix or Preference license fee for 167 MIPS including first year maintenance	PHO-PREF 7.8 167 MIPS	ISSI-TP0005AE-167	\$92,267.00	Each	\$75,533.45
Phoenix or Preference license fee for 168 MIPS including first year maintenance	PHO-PREF 7.8 168 MIPS	ISSI-TP0005AE-168	\$92,656.00	Each	\$75,851.89
Phoenix or Preference license fee for 169 MIPS including first year maintenance	PHO-PREF 7.8 169 MIPS	ISSI-TP0005AE-169	\$92,713.00	Each	\$75,898.55
Phoenix or Preference license fee for 170 MIPS including first year maintenance	PHO-PREF 7.8 170 MIPS	ISSI-TP0005AE-170	\$93,096.00	Each	\$76,212.10
Phoenix or Preference license fee for 171 MIPS including first year maintenance	PHO-PREF 7.8 171 MIPS	ISSI-TP0005AE-171	\$93,310.00	Each	\$76,387.29
Phoenix or Preference license fee for 172 MIPS including first year maintenance	PHO-PREF 7.8 172 MIPS	ISSI-TP0005AE-172	\$93,688.00	Each	\$76,696.73
Phoenix or Preference license fee for 173 MIPS including first year maintenance	PHO-PREF 7.8 173 MIPS	ISSI-TP0005AE-173	\$93,896.00	Each	\$76,867.01
Phoenix or Preference license fee for 174 MIPS including first year maintenance	PHO-PREF 7.8 174 MIPS	ISSI-TP0005AE-174	\$94,269.00	Each	\$77,172.36
Phoenix or Preference license fee for 175 MIPS including first year maintenance	PHO-PREF 7.8 175 MIPS	ISSI-TP0005AE-175	\$94,299.00	Each	\$77,196.92
Phoenix or Preference license fee for 176 MIPS including first year maintenance	PHO-PREF 7.8 176 MIPS	ISSI-TP0005AE-176	\$94,667.00	Each	\$77,498.18
Phoenix or Preference license fee for 177 MIPS including first year maintenance	PHO-PREF 7.8 177 MIPS	ISSI-TP0005AE-177	\$95,032.00	Each	\$77,796.98
Phoenix or Preference license fee for 178 MIPS including first year maintenance	PHO-PREF 7.8 178 MIPS	ISSI-TP0005AE-178	\$95,396.00	Each	\$78,094.97
Phoenix or Preference license fee for 179 MIPS including first year maintenance	PHO-PREF 7.8 179 MIPS	ISSI-TP0005AE-179	\$95,583.00	Each	\$78,248.06
Phoenix or Preference license fee for 180 MIPS including first year maintenance	PHO-PREF 7.8 180 MIPS	ISSI-TP0005AE-180	\$95,941.00	Each	\$78,541.12
Phoenix or Preference license fee for 181 MIPS including first year maintenance	PHO-PREF 7.8 181 MIPS	ISSI-TP0005AE-181	\$96,298.00	Each	\$78,833.39
Phoenix or Preference license fee for 182 MIPS including first year maintenance	PHO-PREF 7.8 182 MIPS	ISSI-TP0005AE-182	\$96,653.00	Each	\$79,123.99
Phoenix or Preference license fee for 183 MIPS including first year maintenance	PHO-PREF 7.8 183 MIPS	ISSI-TP0005AE-183	\$96,827.00	Each	\$79,266.44
Phoenix or Preference license fee for 184 MIPS including first year maintenance	PHO-PREF 7.8 184 MIPS	ISSI-TP0005AE-184	\$97,177.00	Each	\$79,552.96

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 185 MIPS including first year maintenance	PHO-PREF 7.8 185 MIPS	ISSI-TP0005AE-185	\$97,525.00	Each	\$79,837.85
Phoenix or Preference license fee for 186 MIPS including first year maintenance	PHO-PREF 7.8 186 MIPS	ISSI-TP0005AE-186	\$97,871.00	Each	\$80,121.10
Phoenix or Preference license fee for 187 MIPS including first year maintenance	PHO-PREF 7.8 187 MIPS	ISSI-TP0005AE-187	\$98,032.00	Each	\$80,252.90
Phoenix or Preference license fee for 188 MIPS including first year maintenance	PHO-PREF 7.8 188 MIPS	ISSI-TP0005AE-188	\$98,373.00	Each	\$80,532.06
Phoenix or Preference license fee for 189 MIPS including first year maintenance	PHO-PREF 7.8 189 MIPS	ISSI-TP0005AE-189	\$98,713.00	Each	\$80,810.39
Phoenix or Preference license fee for 190 MIPS including first year maintenance	PHO-PREF 7.8 190 MIPS	ISSI-TP0005AE-190	\$99,050.00	Each	\$81,086.28
Phoenix or Preference license fee for 191 MIPS including first year maintenance	PHO-PREF 7.8 191 MIPS	ISSI-TP0005AE-191	\$99,385.00	Each	\$81,360.52
Phoenix or Preference license fee for 192 MIPS including first year maintenance	PHO-PREF 7.8 192 MIPS	ISSI-TP0005AE-192	\$99,531.00	Each	\$81,480.05
Phoenix or Preference license fee for 193 MIPS including first year maintenance	PHO-PREF 7.8 193 MIPS	ISSI-TP0005AE-193	\$99,861.00	Each	\$81,750.19
Phoenix or Preference license fee for 194 MIPS including first year maintenance	PHO-PREF 7.8 194 MIPS	ISSI-TP0005AE-194	\$100,190.00	Each	\$82,019.53
Phoenix or Preference license fee for 195 MIPS including first year maintenance	PHO-PREF 7.8 195 MIPS	ISSI-TP0005AE-195	\$100,516.00	Each	\$82,286.40
Phoenix or Preference license fee for 196 MIPS including first year maintenance	PHO-PREF 7.8 196 MIPS	ISSI-TP0005AE-196	\$100,841.00	Each	\$82,552.46
Phoenix or Preference license fee for 197 MIPS including first year maintenance	PHO-PREF 7.8 197 MIPS	ISSI-TP0005AE-197	\$100,971.00	Each	\$82,658.89
Phoenix or Preference license fee for 198 MIPS including first year maintenance	PHO-PREF 7.8 198 MIPS	ISSI-TP0005AE-198	\$101,291.00	Each	\$82,920.85
Phoenix or Preference license fee for 199 MIPS including first year maintenance	PHO-PREF 7.8 199 MIPS	ISSI-TP0005AE-199	\$101,608.00	Each	\$83,180.36
Phoenix or Preference license fee for 200 MIPS including first year maintenance	PHO-PREF 7.8 200 MIPS	ISSI-TP0005AE-200	\$101,924.00	Each	\$83,439.05
Phoenix or Preference license fee for 201 MIPS including first year maintenance	PHO-PREF 7.8 201 MIPS	ISSI-TP0005AE-201	\$102,042.00	Each	\$83,535.65
Phoenix or Preference license fee for 202 MIPS including first year maintenance	PHO-PREF 7.8 202 MIPS	ISSI-TP0005AE-202	\$102,353.00	Each	\$83,790.24
Phoenix or Preference license fee for 203 MIPS including first year maintenance	PHO-PREF 7.8 203 MIPS	ISSI-TP0005AE-203	\$102,662.00	Each	\$84,043.21
Phoenix or Preference license fee for 204 MIPS including first year maintenance	PHO-PREF 7.8 204 MIPS	ISSI-TP0005AE-204	\$102,969.00	Each	\$84,294.52
Phoenix or Preference license fee for 205 MIPS including first year maintenance	PHO-PREF 7.8 205 MIPS	ISSI-TP0005AE-205	\$103,274.00	Each	\$84,544.22
Phoenix or Preference license fee for 206 MIPS including first year maintenance	PHO-PREF 7.8 206 MIPS	ISSI-TP0005AE-206	\$103,577.00	Each	\$84,792.26
Phoenix or Preference license fee for 207 MIPS including first year maintenance	PHO-PREF 7.8 207 MIPS	ISSI-TP0005AE-207	\$103,878.00	Each	\$85,038.68
Phoenix or Preference license fee for 208 MIPS including first year maintenance	PHO-PREF 7.8 208 MIPS	ISSI-TP0005AE-208	\$104,177.00	Each	\$85,283.44

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 209 MIPS including first year maintenance	PHO-PREF 7.8 209 MIPS	ISSI-TP0005AE-209	\$104,474.00	Each	\$85,526.58
Phoenix or Preference license fee for 210 MIPS including first year maintenance	PHO-PREF 7.8 210 MIPS	ISSI-TP0005AE-210	\$104,360.00	Each	\$85,433.25
Phoenix or Preference license fee for 211 MIPS including first year maintenance	PHO-PREF 7.8 211 MIPS	ISSI-TP0005AE-211	\$104,652.00	Each	\$85,672.30
Phoenix or Preference license fee for 212 MIPS including first year maintenance	PHO-PREF 7.8 212 MIPS	ISSI-TP0005AE-212	\$104,941.00	Each	\$85,908.88
Phoenix or Preference license fee for 213 MIPS including first year maintenance	PHO-PREF 7.8 213 MIPS	ISSI-TP0005AE-213	\$105,228.00	Each	\$86,143.83
Phoenix or Preference license fee for 214 MIPS including first year maintenance	PHO-PREF 7.8 214 MIPS	ISSI-TP0005AE-214	\$105,514.00	Each	\$86,377.97
Phoenix or Preference license fee for 215 MIPS including first year maintenance	PHO-PREF 7.8 215 MIPS	ISSI-TP0005AE-215	\$105,797.00	Each	\$86,609.64
Phoenix or Preference license fee for 216 MIPS including first year maintenance	PHO-PREF 7.8 216 MIPS	ISSI-TP0005AE-216	\$106,079.00	Each	\$86,840.50
Phoenix or Preference license fee for 217 MIPS including first year maintenance	PHO-PREF 7.8 217 MIPS	ISSI-TP0005AE-217	\$106,359.00	Each	\$87,069.72
Phoenix or Preference license fee for 218 MIPS including first year maintenance	PHO-PREF 7.8 218 MIPS	ISSI-TP0005AE-218	\$106,636.00	Each	\$87,296.48
Phoenix or Preference license fee for 219 MIPS including first year maintenance	PHO-PREF 7.8 219 MIPS	ISSI-TP0005AE-219	\$106,699.00	Each	\$87,348.06
Phoenix or Preference license fee for 220 MIPS including first year maintenance	PHO-PREF 7.8 220 MIPS	ISSI-TP0005AE-220	\$106,972.00	Each	\$87,571.54
Phoenix or Preference license fee for 221 MIPS including first year maintenance	PHO-PREF 7.8 221 MIPS	ISSI-TP0005AE-221	\$107,243.00	Each	\$87,793.40
Phoenix or Preference license fee for 222 MIPS including first year maintenance	PHO-PREF 7.8 222 MIPS	ISSI-TP0005AE-222	\$107,511.00	Each	\$88,012.79
Phoenix or Preference license fee for 223 MIPS including first year maintenance	PHO-PREF 7.8 223 MIPS	ISSI-TP0005AE-223	\$107,778.00	Each	\$88,231.37
Phoenix or Preference license fee for 224 MIPS including first year maintenance	PHO-PREF 7.8 224 MIPS	ISSI-TP0005AE-224	\$108,044.00	Each	\$88,449.12
Phoenix or Preference license fee for 225 MIPS including first year maintenance	PHO-PREF 7.8 225 MIPS	ISSI-TP0005AE-225	\$108,307.00	Each	\$88,664.43
Phoenix or Preference license fee for 226 MIPS including first year maintenance	PHO-PREF 7.8 226 MIPS	ISSI-TP0005AE-226	\$108,568.00	Each	\$88,878.09
Phoenix or Preference license fee for 227 MIPS including first year maintenance	PHO-PREF 7.8 227 MIPS	ISSI-TP0005AE-227	\$108,827.00	Each	\$89,090.12
Phoenix or Preference license fee for 228 MIPS including first year maintenance	PHO-PREF 7.8 228 MIPS	ISSI-TP0005AE-228	\$109,084.00	Each	\$89,300.51
Phoenix or Preference license fee for 229 MIPS including first year maintenance	PHO-PREF 7.8 229 MIPS	ISSI-TP0005AE-229	\$109,116.00	Each	\$89,326.71
Phoenix or Preference license fee for 230 MIPS including first year maintenance	PHO-PREF 7.8 230 MIPS	ISSI-TP0005AE-230	\$109,369.00	Each	\$89,533.82
Phoenix or Preference license fee for 231 MIPS including first year maintenance	PHO-PREF 7.8 231 MIPS	ISSI-TP0005AE-231	\$109,619.00	Each	\$89,738.48
Phoenix or Preference license fee for 232 MIPS including first year maintenance	PHO-PREF 7.8 232 MIPS	ISSI-TP0005AE-232	\$109,868.00	Each	\$89,942.32

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 233 MIPS including first year maintenance	PHO-PREF 7.8 233 MIPS	ISSI-TP0005AE-233	\$110,114.00	Each	\$90,143.71
Phoenix or Preference license fee for 234 MIPS including first year maintenance	PHO-PREF 7.8 234 MIPS	ISSI-TP0005AE-234	\$110,359.00	Each	\$90,344.28
Phoenix or Preference license fee for 235 MIPS including first year maintenance	PHO-PREF 7.8 235 MIPS	ISSI-TP0005AE-235	\$110,601.00	Each	\$90,542.38
Phoenix or Preference license fee for 236 MIPS including first year maintenance	PHO-PREF 7.8 236 MIPS	ISSI-TP0005AE-236	\$110,842.00	Each	\$90,739.68
Phoenix or Preference license fee for 237 MIPS including first year maintenance	PHO-PREF 7.8 237 MIPS	ISSI-TP0005AE-237	\$111,081.00	Each	\$90,935.33
Phoenix or Preference license fee for 238 MIPS including first year maintenance	PHO-PREF 7.8 238 MIPS	ISSI-TP0005AE-238	\$111,318.00	Each	\$91,129.36
Phoenix or Preference license fee for 239 MIPS including first year maintenance	PHO-PREF 7.8 239 MIPS	ISSI-TP0005AE-239	\$111,319.00	Each	\$91,130.17
Phoenix or Preference license fee for 240 MIPS including first year maintenance	PHO-PREF 7.8 240 MIPS	ISSI-TP0005AE-240	\$111,551.00	Each	\$91,320.10
Phoenix or Preference license fee for 241 MIPS including first year maintenance	PHO-PREF 7.8 241 MIPS	ISSI-TP0005AE-241	\$112,016.00	Each	\$91,700.76
Phoenix or Preference license fee for 242 MIPS including first year maintenance	PHO-PREF 7.8 242 MIPS	ISSI-TP0005AE-242	\$112,245.00	Each	\$91,888.23
Phoenix or Preference license fee for 243 MIPS including first year maintenance	PHO-PREF 7.8 243 MIPS	ISSI-TP0005AE-243	\$112,472.00	Each	\$92,074.06
Phoenix or Preference license fee for 244 MIPS including first year maintenance	PHO-PREF 7.8 244 MIPS	ISSI-TP0005AE-244	\$112,697.00	Each	\$92,258.25
Phoenix or Preference license fee for 245 MIPS including first year maintenance	PHO-PREF 7.8 245 MIPS	ISSI-TP0005AE-245	\$112,920.00	Each	\$92,440.81
Phoenix or Preference license fee for 246 MIPS including first year maintenance	PHO-PREF 7.8 246 MIPS	ISSI-TP0005AE-246	\$113,381.00	Each	\$92,818.20
Phoenix or Preference license fee for 247 MIPS including first year maintenance	PHO-PREF 7.8 247 MIPS	ISSI-TP0005AE-247	\$113,602.00	Each	\$92,999.13
Phoenix or Preference license fee for 248 MIPS including first year maintenance	PHO-PREF 7.8 248 MIPS	ISSI-TP0005AE-248	\$113,820.00	Each	\$93,177.59
Phoenix or Preference license fee for 249 MIPS including first year maintenance	PHO-PREF 7.8 249 MIPS	ISSI-TP0005AE-249	\$114,036.00	Each	\$93,354.41
Phoenix or Preference license fee for 250 MIPS including first year maintenance	PHO-PREF 7.8 250 MIPS	ISSI-TP0005AE-250	\$114,251.00	Each	\$93,530.42
Phoenix or Preference license fee for 251 MIPS including first year maintenance	PHO-PREF 7.8 251 MIPS	ISSI-TP0005AE-251	\$114,708.00	Each	\$93,904.54
Phoenix or Preference license fee for 252 MIPS including first year maintenance	PHO-PREF 7.8 252 MIPS	ISSI-TP0005AE-252	\$114,673.00	Each	\$93,875.88
Phoenix or Preference license fee for 253 MIPS including first year maintenance	PHO-PREF 7.8 253 MIPS	ISSI-TP0005AE-253	\$114,882.00	Each	\$94,046.99
Phoenix or Preference license fee for 254 MIPS including first year maintenance	PHO-PREF 7.8 254 MIPS	ISSI-TP0005AE-254	\$115,089.00	Each	\$94,216.44
Phoenix or Preference license fee for 255 MIPS including first year maintenance	PHO-PREF 7.8 255 MIPS	ISSI-TP0005AE-255	\$115,293.00	Each	\$94,383.44
Phoenix or Preference license fee for 256 MIPS including first year maintenance	PHO-PREF 7.8 256 MIPS	ISSI-TP0005AE-256	\$115,745.00	Each	\$94,753.47

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 257 MIPS including first year maintenance	PHO-PREF 7.8 257 MIPS	ISSI-TP0005AE-257	\$115,947.00	Each	\$94,918.84
Phoenix or Preference license fee for 258 MIPS including first year maintenance	PHO-PREF 7.8 258 MIPS	ISSI-TP0005AE-258	\$116,147.00	Each	\$95,082.56
Phoenix or Preference license fee for 259 MIPS including first year maintenance	PHO-PREF 7.8 259 MIPS	ISSI-TP0005AE-259	\$116,345.00	Each	\$95,244.65
Phoenix or Preference license fee for 260 MIPS including first year maintenance	PHO-PREF 7.8 260 MIPS	ISSI-TP0005AE-260	\$116,794.00	Each	\$95,612.23
Phoenix or Preference license fee for 261 MIPS including first year maintenance	PHO-PREF 7.8 261 MIPS	ISSI-TP0005AE-261	\$116,989.00	Each	\$95,771.85
Phoenix or Preference license fee for 262 MIPS including first year maintenance	PHO-PREF 7.8 262 MIPS	ISSI-TP0005AE-262	\$117,182.00	Each	\$95,929.86
Phoenix or Preference license fee for 263 MIPS including first year maintenance	PHO-PREF 7.8 263 MIPS	ISSI-TP0005AE-263	\$117,116.00	Each	\$95,875.82
Phoenix or Preference license fee for 264 MIPS including first year maintenance	PHO-PREF 7.8 264 MIPS	ISSI-TP0005AE-264	\$117,304.00	Each	\$96,029.73
Phoenix or Preference license fee for 265 MIPS including first year maintenance	PHO-PREF 7.8 265 MIPS	ISSI-TP0005AE-265	\$117,749.00	Each	\$96,394.02
Phoenix or Preference license fee for 266 MIPS including first year maintenance	PHO-PREF 7.8 266 MIPS	ISSI-TP0005AE-266	\$117,934.00	Each	\$96,545.48
Phoenix or Preference license fee for 267 MIPS including first year maintenance	PHO-PREF 7.8 267 MIPS	ISSI-TP0005AE-267	\$118,117.00	Each	\$96,695.28
Phoenix or Preference license fee for 268 MIPS including first year maintenance	PHO-PREF 7.8 268 MIPS	ISSI-TP0005AE-268	\$118,298.00	Each	\$96,843.46
Phoenix or Preference license fee for 269 MIPS including first year maintenance	PHO-PREF 7.8 269 MIPS	ISSI-TP0005AE-269	\$118,740.00	Each	\$97,205.29
Phoenix or Preference license fee for 270 MIPS including first year maintenance	PHO-PREF 7.8 270 MIPS	ISSI-TP0005AE-270	\$118,918.00	Each	\$97,351.02
Phoenix or Preference license fee for 271 MIPS including first year maintenance	PHO-PREF 7.8 271 MIPS	ISSI-TP0005AE-271	\$119,094.00	Each	\$97,495.10
Phoenix or Preference license fee for 272 MIPS including first year maintenance	PHO-PREF 7.8 272 MIPS	ISSI-TP0005AE-272	\$119,269.00	Each	\$97,638.35
Phoenix or Preference license fee for 273 MIPS including first year maintenance	PHO-PREF 7.8 273 MIPS	ISSI-TP0005AE-273	\$119,707.00	Each	\$97,996.92
Phoenix or Preference license fee for 274 MIPS including first year maintenance	PHO-PREF 7.8 274 MIPS	ISSI-TP0005AE-274	\$119,879.00	Each	\$98,137.73
Phoenix or Preference license fee for 275 MIPS including first year maintenance	PHO-PREF 7.8 275 MIPS	ISSI-TP0005AE-275	\$120,048.00	Each	\$98,276.08
Phoenix or Preference license fee for 276 MIPS including first year maintenance	PHO-PREF 7.8 276 MIPS	ISSI-TP0005AE-276	\$119,947.00	Each	\$98,193.40
Phoenix or Preference license fee for 277 MIPS including first year maintenance	PHO-PREF 7.8 277 MIPS	ISSI-TP0005AE-277	\$120,382.00	Each	\$98,549.51
Phoenix or Preference license fee for 278 MIPS including first year maintenance	PHO-PREF 7.8 278 MIPS	ISSI-TP0005AE-278	\$120,545.00	Each	\$98,682.94
Phoenix or Preference license fee for 279 MIPS including first year maintenance	PHO-PREF 7.8 279 MIPS	ISSI-TP0005AE-279	\$120,707.00	Each	\$98,815.56
Phoenix or Preference license fee for 280 MIPS including first year maintenance	PHO-PREF 7.8 280 MIPS	ISSI-TP0005AE-280	\$120,867.00	Each	\$98,946.54



<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 281 MIPS including first year maintenance	PHO-PREF 7.8 281 MIPS	ISSI-TP0005AE-281	\$121,298.00	Each	\$99,299.38
Phoenix or Preference license fee for 282 MIPS including first year maintenance	PHO-PREF 7.8 282 MIPS	ISSI-TP0005AE-282	\$121,455.00	Each	\$99,427.90
Phoenix or Preference license fee for 283 MIPS including first year maintenance	PHO-PREF 7.8 283 MIPS	ISSI-TP0005AE-283	\$121,610.00	Each	\$99,554.80
Phoenix or Preference license fee for 284 MIPS including first year maintenance	PHO-PREF 7.8 284 MIPS	ISSI-TP0005AE-284	\$121,763.00	Each	\$99,680.05
Phoenix or Preference license fee for 285 MIPS including first year maintenance	PHO-PREF 7.8 285 MIPS	ISSI-TP0005AE-285	\$122,192.00	Each	\$100,031.24
Phoenix or Preference license fee for 286 MIPS including first year maintenance	PHO-PREF 7.8 286 MIPS	ISSI-TP0005AE-286	\$122,342.00	Each	\$100,154.04
Phoenix or Preference license fee for 287 MIPS including first year maintenance	PHO-PREF 7.8 287 MIPS	ISSI-TP0005AE-287	\$122,490.00	Each	\$100,275.20
Phoenix or Preference license fee for 288 MIPS including first year maintenance	PHO-PREF 7.8 288 MIPS	ISSI-TP0005AE-288	\$122,636.00	Each	\$100,394.72
Phoenix or Preference license fee for 289 MIPS including first year maintenance	PHO-PREF 7.8 289 MIPS	ISSI-TP0005AE-289	\$123,062.00	Each	\$100,743.46
Phoenix or Preference license fee for 290 MIPS including first year maintenance	PHO-PREF 7.8 290 MIPS	ISSI-TP0005AE-290	\$122,923.00	Each	\$100,629.67
Phoenix or Preference license fee for 291 MIPS including first year maintenance	PHO-PREF 7.8 291 MIPS	ISSI-TP0005AE-291	\$123,063.00	Each	\$100,744.28
Phoenix or Preference license fee for 292 MIPS including first year maintenance	PHO-PREF 7.8 292 MIPS	ISSI-TP0005AE-292	\$123,201.00	Each	\$100,857.24
Phoenix or Preference license fee for 293 MIPS including first year maintenance	PHO-PREF 7.8 293 MIPS	ISSI-TP0005AE-293	\$123,623.00	Each	\$101,202.72
Phoenix or Preference license fee for 294 MIPS including first year maintenance	PHO-PREF 7.8 294 MIPS	ISSI-TP0005AE-294	\$123,759.00	Each	\$101,314.05
Phoenix or Preference license fee for 295 MIPS including first year maintenance	PHO-PREF 7.8 295 MIPS	ISSI-TP0005AE-295	\$123,892.00	Each	\$101,422.93
Phoenix or Preference license fee for 296 MIPS including first year maintenance	PHO-PREF 7.8 296 MIPS	ISSI-TP0005AE-296	\$124,312.00	Each	\$101,766.76
Phoenix or Preference license fee for 297 MIPS including first year maintenance	PHO-PREF 7.8 297 MIPS	ISSI-TP0005AE-297	\$124,443.00	Each	\$101,874.00
Phoenix or Preference license fee for 298 MIPS including first year maintenance	PHO-PREF 7.8 298 MIPS	ISSI-TP0005AE-298	\$124,572.00	Each	\$101,979.60
Phoenix or Preference license fee for 299 MIPS including first year maintenance	PHO-PREF 7.8 299 MIPS	ISSI-TP0005AE-299	\$124,698.00	Each	\$102,082.76
Phoenix or Preference license fee for 300 MIPS including first year maintenance	PHO-PREF 7.8 300 MIPS	ISSI-TP0005AE-300	\$125,115.00	Each	\$102,424.13
Phoenix or Preference license fee for 301 MIPS including first year maintenance	PHO-PREF 7.8 301 MIPS	ISSI-TP0005AE-301	\$125,239.00	Each	\$102,525.64
Phoenix or Preference license fee for 302 MIPS including first year maintenance	PHO-PREF 7.8 302 MIPS	ISSI-TP0005AE-302	\$125,361.00	Each	\$102,625.51
Phoenix or Preference license fee for 303 MIPS including first year maintenance	PHO-PREF 7.8 303 MIPS	ISSI-TP0005AE-303	\$125,185.00	Each	\$102,481.43
Phoenix or Preference license fee for 304 MIPS including first year maintenance	PHO-PREF 7.8 304 MIPS	ISSI-TP0005AE-304	\$125,599.00	Each	\$102,820.35

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 305 MIPS including first year maintenance	PHO-PREF 7.8 305 MIPS	ISSI-TP0005AE-305	\$125,714.00	Each	\$102,914.49
Phoenix or Preference license fee for 306 MIPS including first year maintenance	PHO-PREF 7.8 306 MIPS	ISSI-TP0005AE-306	\$125,829.00	Each	\$103,008.63
Phoenix or Preference license fee for 307 MIPS including first year maintenance	PHO-PREF 7.8 307 MIPS	ISSI-TP0005AE-307	\$126,240.00	Each	\$103,345.09
Phoenix or Preference license fee for 308 MIPS including first year maintenance	PHO-PREF 7.8 308 MIPS	ISSI-TP0005AE-308	\$126,351.00	Each	\$103,435.96
Phoenix or Preference license fee for 309 MIPS including first year maintenance	PHO-PREF 7.8 309 MIPS	ISSI-TP0005AE-309	\$126,460.00	Each	\$103,525.19
Phoenix or Preference license fee for 310 MIPS including first year maintenance	PHO-PREF 7.8 310 MIPS	ISSI-TP0005AE-310	\$126,567.00	Each	\$103,612.79
Phoenix or Preference license fee for 311 MIPS including first year maintenance	PHO-PREF 7.8 311 MIPS	ISSI-TP0005AE-311	\$126,975.00	Each	\$103,946.80
Phoenix or Preference license fee for 312 MIPS including first year maintenance	PHO-PREF 7.8 312 MIPS	ISSI-TP0005AE-312	\$127,080.00	Each	\$104,032.75
Phoenix or Preference license fee for 313 MIPS including first year maintenance	PHO-PREF 7.8 313 MIPS	ISSI-TP0005AE-313	\$127,182.00	Each	\$104,116.26
Phoenix or Preference license fee for 314 MIPS including first year maintenance	PHO-PREF 7.8 314 MIPS	ISSI-TP0005AE-314	\$127,588.00	Each	\$104,448.62
Phoenix or Preference license fee for 315 MIPS including first year maintenance	PHO-PREF 7.8 315 MIPS	ISSI-TP0005AE-315	\$127,688.00	Each	\$104,530.48
Phoenix or Preference license fee for 316 MIPS including first year maintenance	PHO-PREF 7.8 316 MIPS	ISSI-TP0005AE-316	\$128,093.00	Each	\$104,862.03
Phoenix or Preference license fee for 317 MIPS including first year maintenance	PHO-PREF 7.8 317 MIPS	ISSI-TP0005AE-317	\$128,190.00	Each	\$104,941.45
Phoenix or Preference license fee for 318 MIPS including first year maintenance	PHO-PREF 7.8 318 MIPS	ISSI-TP0005AE-318	\$127,974.00	Each	\$104,764.62
Phoenix or Preference license fee for 319 MIPS including first year maintenance	PHO-PREF 7.8 319 MIPS	ISSI-TP0005AE-319	\$128,377.00	Each	\$105,094.52
Phoenix or Preference license fee for 320 MIPS including first year maintenance	PHO-PREF 7.8 320 MIPS	ISSI-TP0005AE-320	\$128,467.00	Each	\$105,168.21
Phoenix or Preference license fee for 321 MIPS including first year maintenance	PHO-PREF 7.8 321 MIPS	ISSI-TP0005AE-321	\$128,869.00	Each	\$105,497.29
Phoenix or Preference license fee for 322 MIPS including first year maintenance	PHO-PREF 7.8 322 MIPS	ISSI-TP0005AE-322	\$128,956.00	Each	\$105,568.52
Phoenix or Preference license fee for 323 MIPS including first year maintenance	PHO-PREF 7.8 323 MIPS	ISSI-TP0005AE-323	\$129,357.00	Each	\$105,896.79
Phoenix or Preference license fee for 324 MIPS including first year maintenance	PHO-PREF 7.8 324 MIPS	ISSI-TP0005AE-324	\$129,442.00	Each	\$105,966.38
Phoenix or Preference license fee for 325 MIPS including first year maintenance	PHO-PREF 7.8 325 MIPS	ISSI-TP0005AE-325	\$129,524.00	Each	\$106,033.51
Phoenix or Preference license fee for 326 MIPS including first year maintenance	PHO-PREF 7.8 326 MIPS	ISSI-TP0005AE-326	\$129,923.00	Each	\$106,360.15
Phoenix or Preference license fee for 327 MIPS including first year maintenance	PHO-PREF 7.8 327 MIPS	ISSI-TP0005AE-327	\$130,003.00	Each	\$106,425.64
Phoenix or Preference license fee for 328 MIPS including first year maintenance	PHO-PREF 7.8 328 MIPS	ISSI-TP0005AE-328	\$130,400.00	Each	\$106,750.63

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 329 MIPS including first year maintenance	PHO-PREF 7.8 329 MIPS	ISSI-TP0005AE-329	\$130,477.00	Each	\$106,813.67
Phoenix or Preference license fee for 330 MIPS including first year maintenance	PHO-PREF 7.8 330 MIPS	ISSI-TP0005AE-330	\$130,552.00	Each	\$106,875.07
Phoenix or Preference license fee for 331 MIPS including first year maintenance	PHO-PREF 7.8 331 MIPS	ISSI-TP0005AE-331	\$130,948.00	Each	\$107,199.25
Phoenix or Preference license fee for 332 MIPS including first year maintenance	PHO-PREF 7.8 332 MIPS	ISSI-TP0005AE-332	\$131,020.00	Each	\$107,258.19
Phoenix or Preference license fee for 333 MIPS including first year maintenance	PHO-PREF 7.8 333 MIPS	ISSI-TP0005AE-333	\$131,415.00	Each	\$107,581.56
Phoenix or Preference license fee for 334 MIPS including first year maintenance	PHO-PREF 7.8 334 MIPS	ISSI-TP0005AE-334	\$131,159.00	Each	\$107,371.98
Phoenix or Preference license fee for 335 MIPS including first year maintenance	PHO-PREF 7.8 335 MIPS	ISSI-TP0005AE-335	\$131,551.00	Each	\$107,692.89
Phoenix or Preference license fee for 336 MIPS including first year maintenance	PHO-PREF 7.8 336 MIPS	ISSI-TP0005AE-336	\$131,617.00	Each	\$107,746.92
Phoenix or Preference license fee for 337 MIPS including first year maintenance	PHO-PREF 7.8 337 MIPS	ISSI-TP0005AE-337	\$131,680.00	Each	\$107,798.49
Phoenix or Preference license fee for 338 MIPS including first year maintenance	PHO-PREF 7.8 338 MIPS	ISSI-TP0005AE-338	\$132,071.00	Each	\$108,118.58
Phoenix or Preference license fee for 339 MIPS including first year maintenance	PHO-PREF 7.8 339 MIPS	ISSI-TP0005AE-339	\$132,131.00	Each	\$108,167.70
Phoenix or Preference license fee for 340 MIPS including first year maintenance	PHO-PREF 7.8 340 MIPS	ISSI-TP0005AE-340	\$132,521.00	Each	\$108,486.97
Phoenix or Preference license fee for 341 MIPS including first year maintenance	PHO-PREF 7.8 341 MIPS	ISSI-TP0005AE-341	\$132,578.00	Each	\$108,533.64
Phoenix or Preference license fee for 342 MIPS including first year maintenance	PHO-PREF 7.8 342 MIPS	ISSI-TP0005AE-342	\$132,634.00	Each	\$108,579.48
Phoenix or Preference license fee for 343 MIPS including first year maintenance	PHO-PREF 7.8 343 MIPS	ISSI-TP0005AE-343	\$133,022.00	Each	\$108,897.11
Phoenix or Preference license fee for 344 MIPS including first year maintenance	PHO-PREF 7.8 344 MIPS	ISSI-TP0005AE-344	\$133,074.00	Each	\$108,939.68
Phoenix or Preference license fee for 345 MIPS including first year maintenance	PHO-PREF 7.8 345 MIPS	ISSI-TP0005AE-345	\$133,461.00	Each	\$109,256.49
Phoenix or Preference license fee for 346 MIPS including first year maintenance	PHO-PREF 7.8 346 MIPS	ISSI-TP0005AE-346	\$133,511.00	Each	\$109,297.43
Phoenix or Preference license fee for 347 MIPS including first year maintenance	PHO-PREF 7.8 347 MIPS	ISSI-TP0005AE-347	\$133,897.00	Each	\$109,613.42
Phoenix or Preference license fee for 348 MIPS including first year maintenance	PHO-PREF 7.8 348 MIPS	ISSI-TP0005AE-348	\$133,943.00	Each	\$109,651.08
Phoenix or Preference license fee for 349 MIPS including first year maintenance	PHO-PREF 7.8 349 MIPS	ISSI-TP0005AE-349	\$134,328.00	Each	\$109,966.25
Phoenix or Preference license fee for 350 MIPS including first year maintenance	PHO-PREF 7.8 350 MIPS	ISSI-TP0005AE-350	\$134,372.00	Each	\$110,002.27
Phoenix or Preference license fee for 351 MIPS including first year maintenance	PHO-PREF 7.8 351 MIPS	ISSI-TP0005AE-351	\$134,072.00	Each	\$109,756.68
Phoenix or Preference license fee for 352 MIPS including first year maintenance	PHO-PREF 7.8 352 MIPS	ISSI-TP0005AE-352	\$134,454.00	Each	\$110,069.41

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 353 MIPS including first year maintenance	PHO-PREF 7.8 353 MIPS	ISSI-TP0005AE-353	\$134,492.00	Each	\$110,100.51
Phoenix or Preference license fee for 354 MIPS including first year maintenance	PHO-PREF 7.8 354 MIPS	ISSI-TP0005AE-354	\$134,873.00	Each	\$110,412.41
Phoenix or Preference license fee for 355 MIPS including first year maintenance	PHO-PREF 7.8 355 MIPS	ISSI-TP0005AE-355	\$134,908.00	Each	\$110,441.06
Phoenix or Preference license fee for 356 MIPS including first year maintenance	PHO-PREF 7.8 356 MIPS	ISSI-TP0005AE-356	\$135,288.00	Each	\$110,752.15
Phoenix or Preference license fee for 357 MIPS including first year maintenance	PHO-PREF 7.8 357 MIPS	ISSI-TP0005AE-357	\$135,320.00	Each	\$110,778.34
Phoenix or Preference license fee for 358 MIPS including first year maintenance	PHO-PREF 7.8 358 MIPS	ISSI-TP0005AE-358	\$135,350.00	Each	\$110,802.91
Phoenix or Preference license fee for 359 MIPS including first year maintenance	PHO-PREF 7.8 359 MIPS	ISSI-TP0005AE-359	\$135,729.00	Each	\$111,113.16
Phoenix or Preference license fee for 360 MIPS including first year maintenance	PHO-PREF 7.8 360 MIPS	ISSI-TP0005AE-360	\$135,756.00	Each	\$111,135.27
Phoenix or Preference license fee for 361 MIPS including first year maintenance	PHO-PREF 7.8 361 MIPS	ISSI-TP0005AE-361	\$136,133.00	Each	\$111,443.89
Phoenix or Preference license fee for 362 MIPS including first year maintenance	PHO-PREF 7.8 362 MIPS	ISSI-TP0005AE-362	\$136,157.00	Each	\$111,463.54
Phoenix or Preference license fee for 363 MIPS including first year maintenance	PHO-PREF 7.8 363 MIPS	ISSI-TP0005AE-363	\$136,533.00	Each	\$111,771.35
Phoenix or Preference license fee for 364 MIPS including first year maintenance	PHO-PREF 7.8 364 MIPS	ISSI-TP0005AE-364	\$136,555.00	Each	\$111,789.37
Phoenix or Preference license fee for 365 MIPS including first year maintenance	PHO-PREF 7.8 365 MIPS	ISSI-TP0005AE-365	\$136,930.00	Each	\$112,096.36
Phoenix or Preference license fee for 366 MIPS including first year maintenance	PHO-PREF 7.8 366 MIPS	ISSI-TP0005AE-366	\$136,949.00	Each	\$112,111.90
Phoenix or Preference license fee for 367 MIPS including first year maintenance	PHO-PREF 7.8 367 MIPS	ISSI-TP0005AE-367	\$136,965.00	Each	\$112,125.00
Phoenix or Preference license fee for 368 MIPS including first year maintenance	PHO-PREF 7.8 368 MIPS	ISSI-TP0005AE-368	\$137,338.00	Each	\$112,430.36
Phoenix or Preference license fee for 369 MIPS including first year maintenance	PHO-PREF 7.8 369 MIPS	ISSI-TP0005AE-369	\$136,992.00	Each	\$112,147.11
Phoenix or Preference license fee for 370 MIPS including first year maintenance	PHO-PREF 7.8 370 MIPS	ISSI-TP0005AE-370	\$137,364.00	Each	\$112,451.64
Phoenix or Preference license fee for 371 MIPS including first year maintenance	PHO-PREF 7.8 371 MIPS	ISSI-TP0005AE-371	\$137,373.00	Each	\$112,459.01
Phoenix or Preference license fee for 372 MIPS including first year maintenance	PHO-PREF 7.8 372 MIPS	ISSI-TP0005AE-372	\$137,744.00	Each	\$112,762.73
Phoenix or Preference license fee for 373 MIPS including first year maintenance	PHO-PREF 7.8 373 MIPS	ISSI-TP0005AE-373	\$137,750.00	Each	\$112,767.64
Phoenix or Preference license fee for 374 MIPS including first year maintenance	PHO-PREF 7.8 374 MIPS	ISSI-TP0005AE-374	\$138,120.00	Each	\$113,070.53
Phoenix or Preference license fee for 375 MIPS including first year maintenance	PHO-PREF 7.8 375 MIPS	ISSI-TP0005AE-375	\$138,124.00	Each	\$113,073.81
Phoenix or Preference license fee for 376 MIPS including first year maintenance	PHO-PREF 7.8 376 MIPS	ISSI-TP0005AE-376	\$138,492.00	Each	\$113,375.07

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 377 MIPS including first year maintenance	PHO-PREF 7.8 377 MIPS	ISSI-TP0005AE-377	\$138,493.00	Each	\$113,375.88
Phoenix or Preference license fee for 378 MIPS including first year maintenance	PHO-PREF 7.8 378 MIPS	ISSI-TP0005AE-378	\$138,492.00	Each	\$113,375.07
Phoenix or Preference license fee for 379 MIPS including first year maintenance	PHO-PREF 7.8 379 MIPS	ISSI-TP0005AE-379	\$138,858.00	Each	\$113,674.70
Phoenix or Preference license fee for 380 MIPS including first year maintenance	PHO-PREF 7.8 380 MIPS	ISSI-TP0005AE-380	\$138,854.00	Each	\$113,671.42
Phoenix or Preference license fee for 381 MIPS including first year maintenance	PHO-PREF 7.8 381 MIPS	ISSI-TP0005AE-381	\$139,220.00	Each	\$113,971.04
Phoenix or Preference license fee for 382 MIPS including first year maintenance	PHO-PREF 7.8 382 MIPS	ISSI-TP0005AE-382	\$139,213.00	Each	\$113,965.30
Phoenix or Preference license fee for 383 MIPS including first year maintenance	PHO-PREF 7.8 383 MIPS	ISSI-TP0005AE-383	\$139,577.00	Each	\$114,263.29
Phoenix or Preference license fee for 384 MIPS including first year maintenance	PHO-PREF 7.8 384 MIPS	ISSI-TP0005AE-384	\$139,568.00	Each	\$114,255.92
Phoenix or Preference license fee for 385 MIPS including first year maintenance	PHO-PREF 7.8 385 MIPS	ISSI-TP0005AE-385	\$139,931.00	Each	\$114,553.09
Phoenix or Preference license fee for 386 MIPS including first year maintenance	PHO-PREF 7.8 386 MIPS	ISSI-TP0005AE-386	\$139,919.00	Each	\$114,543.27
Phoenix or Preference license fee for 387 MIPS including first year maintenance	PHO-PREF 7.8 387 MIPS	ISSI-TP0005AE-387	\$140,281.00	Each	\$114,839.61
Phoenix or Preference license fee for 388 MIPS including first year maintenance	PHO-PREF 7.8 388 MIPS	ISSI-TP0005AE-388	\$139,887.00	Each	\$114,517.07
Phoenix or Preference license fee for 389 MIPS including first year maintenance	PHO-PREF 7.8 389 MIPS	ISSI-TP0005AE-389	\$140,248.00	Each	\$114,812.60
Phoenix or Preference license fee for 390 MIPS including first year maintenance	PHO-PREF 7.8 390 MIPS	ISSI-TP0005AE-390	\$140,228.00	Each	\$114,796.23
Phoenix or Preference license fee for 391 MIPS including first year maintenance	PHO-PREF 7.8 391 MIPS	ISSI-TP0005AE-391	\$140,588.00	Each	\$115,090.94
Phoenix or Preference license fee for 392 MIPS including first year maintenance	PHO-PREF 7.8 392 MIPS	ISSI-TP0005AE-392	\$140,566.00	Each	\$115,072.93
Phoenix or Preference license fee for 393 MIPS including first year maintenance	PHO-PREF 7.8 393 MIPS	ISSI-TP0005AE-393	\$140,541.00	Each	\$115,052.46
Phoenix or Preference license fee for 394 MIPS including first year maintenance	PHO-PREF 7.8 394 MIPS	ISSI-TP0005AE-394	\$140,899.00	Each	\$115,345.54
Phoenix or Preference license fee for 395 MIPS including first year maintenance	PHO-PREF 7.8 395 MIPS	ISSI-TP0005AE-395	\$140,872.00	Each	\$115,323.43
Phoenix or Preference license fee for 396 MIPS including first year maintenance	PHO-PREF 7.8 396 MIPS	ISSI-TP0005AE-396	\$141,228.00	Each	\$115,614.87
Phoenix or Preference license fee for 397 MIPS including first year maintenance	PHO-PREF 7.8 397 MIPS	ISSI-TP0005AE-397	\$141,198.00	Each	\$115,590.31
Phoenix or Preference license fee for 398 MIPS including first year maintenance	PHO-PREF 7.8 398 MIPS	ISSI-TP0005AE-398	\$141,554.00	Each	\$115,881.75
Phoenix or Preference license fee for 399 MIPS including first year maintenance	PHO-PREF 7.8 399 MIPS	ISSI-TP0005AE-399	\$141,520.00	Each	\$115,853.91
Phoenix or Preference license fee for 400 MIPS including first year maintenance	PHO-PREF 7.8 400 MIPS	ISSI-TP0005AE-400	\$141,875.00	Each	\$116,144.53

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 401 MIPS including first year maintenance	PHO-PREF 7.8 401 MIPS	ISSI-TP0005AE-401	\$141,839.00	Each	\$116,115.06
Phoenix or Preference license fee for 402 MIPS including first year maintenance	PHO-PREF 7.8 402 MIPS	ISSI-TP0005AE-402	\$142,193.00	Each	\$116,404.85
Phoenix or Preference license fee for 403 MIPS including first year maintenance	PHO-PREF 7.8 403 MIPS	ISSI-TP0005AE-403	\$142,154.00	Each	\$116,372.93
Phoenix or Preference license fee for 404 MIPS including first year maintenance	PHO-PREF 7.8 404 MIPS	ISSI-TP0005AE-404	\$142,507.00	Each	\$116,661.91
Phoenix or Preference license fee for 405 MIPS including first year maintenance	PHO-PREF 7.8 405 MIPS	ISSI-TP0005AE-405	\$142,070.00	Each	\$116,304.17
Phoenix or Preference license fee for 406 MIPS including first year maintenance	PHO-PREF 7.8 406 MIPS	ISSI-TP0005AE-406	\$142,421.00	Each	\$116,591.50
Phoenix or Preference license fee for 407 MIPS including first year maintenance	PHO-PREF 7.8 407 MIPS	ISSI-TP0005AE-407	\$142,772.00	Each	<a href="#">\$116,878.85</a>
Phoenix or Preference license fee for 408 MIPS including first year maintenance	PHO-PREF 7.8 408 MIPS	ISSI-TP0005AE-408	\$142,725.00	Each	\$116,840.37
Phoenix or Preference license fee for 409 MIPS including first year maintenance	PHO-PREF 7.8 409 MIPS	ISSI-TP0005AE-409	\$143,075.00	Each	\$117,126.90
Phoenix or Preference license fee for 410 MIPS including first year maintenance	PHO-PREF 7.8 410 MIPS	ISSI-TP0005AE-410	\$143,025.00	Each	\$117,085.96
Phoenix or Preference license fee for 411 MIPS including first year maintenance	PHO-PREF 7.8 411 MIPS	ISSI-TP0005AE-411	\$143,374.00	Each	\$117,371.67
Phoenix or Preference license fee for 412 MIPS including first year maintenance	PHO-PREF 7.8 412 MIPS	ISSI-TP0005AE-412	\$143,321.00	Each	\$117,328.28
Phoenix or Preference license fee for 413 MIPS including first year maintenance	PHO-PREF 7.8 413 MIPS	ISSI-TP0005AE-413	\$143,669.00	Each	\$117,613.16
Phoenix or Preference license fee for 414 MIPS including first year maintenance	PHO-PREF 7.8 414 MIPS	ISSI-TP0005AE-414	\$143,614.00	Each	\$117,568.15
Phoenix or Preference license fee for 415 MIPS including first year maintenance	PHO-PREF 7.8 415 MIPS	ISSI-TP0005AE-415	\$143,960.00	Each	\$117,851.39
Phoenix or Preference license fee for 416 MIPS including first year maintenance	PHO-PREF 7.8 416 MIPS	ISSI-TP0005AE-416	\$143,902.00	Each	\$117,803.91
Phoenix or Preference license fee for 417 MIPS including first year maintenance	PHO-PREF 7.8 417 MIPS	ISSI-TP0005AE-417	\$144,248.00	Each	\$118,087.16
Phoenix or Preference license fee for 418 MIPS including first year maintenance	PHO-PREF 7.8 418 MIPS	ISSI-TP0005AE-418	\$144,594.00	Each	\$118,370.41
Phoenix or Preference license fee for 419 MIPS including first year maintenance	PHO-PREF 7.8 419 MIPS	ISSI-TP0005AE-419	\$144,531.00	Each	\$118,318.84
Phoenix or Preference license fee for 420 MIPS including first year maintenance	PHO-PREF 7.8 420 MIPS	ISSI-TP0005AE-420	\$144,876.00	Each	\$118,601.26
Phoenix or Preference license fee for 421 MIPS including first year maintenance	PHO-PREF 7.8 421 MIPS	ISSI-TP0005AE-421	\$144,811.00	Each	\$118,548.06
Phoenix or Preference license fee for 422 MIPS including first year maintenance	PHO-PREF 7.8 422 MIPS	ISSI-TP0005AE-422	\$145,155.00	Each	\$118,829.67
Phoenix or Preference license fee for 423 MIPS including first year maintenance	PHO-PREF 7.8 423 MIPS	ISSI-TP0005AE-423	\$145,087.00	Each	\$118,774.00
Phoenix or Preference license fee for 424 MIPS including first year maintenance	PHO-PREF 7.8 424 MIPS	ISSI-TP0005AE-424	\$145,430.00	Each	\$119,054.80

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 425 MIPS including first year maintenance	PHO-PREF 7.8 425 MIPS	ISSI-TP0005AE-425	\$145,359.00	Each	\$118,996.67
Phoenix or Preference license fee for 426 MIPS including first year maintenance	PHO-PREF 7.8 426 MIPS	ISSI-TP0005AE-426	\$145,701.00	Each	\$119,276.64
Phoenix or Preference license fee for 427 MIPS including first year maintenance	PHO-PREF 7.8 427 MIPS	ISSI-TP0005AE-427	\$145,211.00	Each	\$118,875.51
Phoenix or Preference license fee for 428 MIPS including first year maintenance	PHO-PREF 7.8 428 MIPS	ISSI-TP0005AE-428	\$145,551.00	Each	\$119,153.85
Phoenix or Preference license fee for 429 MIPS including first year maintenance	PHO-PREF 7.8 429 MIPS	ISSI-TP0005AE-429	\$145,891.00	Each	\$119,432.19
Phoenix or Preference license fee for 430 MIPS including first year maintenance	PHO-PREF 7.8 430 MIPS	ISSI-TP0005AE-430	\$145,812.00	Each	\$119,367.51
Phoenix or Preference license fee for 431 MIPS including first year maintenance	PHO-PREF 7.8 431 MIPS	ISSI-TP0005AE-431	\$146,151.00	Each	\$119,645.03
Phoenix or Preference license fee for 432 MIPS including first year maintenance	PHO-PREF 7.8 432 MIPS	ISSI-TP0005AE-432	\$146,069.00	Each	\$119,577.90
Phoenix or Preference license fee for 433 MIPS including first year maintenance	PHO-PREF 7.8 433 MIPS	ISSI-TP0005AE-433	\$146,407.00	Each	\$119,854.60
Phoenix or Preference license fee for 434 MIPS including first year maintenance	PHO-PREF 7.8 434 MIPS	ISSI-TP0005AE-434	\$146,322.00	Each	\$119,785.02
Phoenix or Preference license fee for 435 MIPS including first year maintenance	PHO-PREF 7.8 435 MIPS	ISSI-TP0005AE-435	\$146,660.00	Each	\$120,061.72
Phoenix or Preference license fee for 436 MIPS including first year maintenance	PHO-PREF 7.8 436 MIPS	ISSI-TP0005AE-436	\$146,572.00	Each	\$119,989.68
Phoenix or Preference license fee for 437 MIPS including first year maintenance	PHO-PREF 7.8 437 MIPS	ISSI-TP0005AE-437	\$146,908.00	Each	\$120,264.74
Phoenix or Preference license fee for 438 MIPS including first year maintenance	PHO-PREF 7.8 438 MIPS	ISSI-TP0005AE-438	\$147,244.00	Each	\$120,539.80
Phoenix or Preference license fee for 439 MIPS including first year maintenance	PHO-PREF 7.8 439 MIPS	ISSI-TP0005AE-439	\$147,153.00	Each	\$120,465.30
Phoenix or Preference license fee for 440 MIPS including first year maintenance	PHO-PREF 7.8 440 MIPS	ISSI-TP0005AE-440	\$147,488.00	Each	\$120,739.55
Phoenix or Preference license fee for 441 MIPS including first year maintenance	PHO-PREF 7.8 441 MIPS	ISSI-TP0005AE-441	\$147,393.00	Each	\$120,661.78
Phoenix or Preference license fee for 442 MIPS including first year maintenance	PHO-PREF 7.8 442 MIPS	ISSI-TP0005AE-442	\$147,727.00	Each	\$120,935.21
Phoenix or Preference license fee for 443 MIPS including first year maintenance	PHO-PREF 7.8 443 MIPS	ISSI-TP0005AE-443	\$147,630.00	Each	\$120,855.80
Phoenix or Preference license fee for 444 MIPS including first year maintenance	PHO-PREF 7.8 444 MIPS	ISSI-TP0005AE-444	\$147,963.00	Each	\$121,128.41
Phoenix or Preference license fee for 445 MIPS including first year maintenance	PHO-PREF 7.8 445 MIPS	ISSI-TP0005AE-445	\$148,297.00	Each	\$121,401.83
Phoenix or Preference license fee for 446 MIPS including first year maintenance	PHO-PREF 7.8 446 MIPS	ISSI-TP0005AE-446	\$148,195.00	Each	\$121,318.33
Phoenix or Preference license fee for 447 MIPS including first year maintenance	PHO-PREF 7.8 447 MIPS	ISSI-TP0005AE-447	\$148,527.00	Each	\$121,590.12
Phoenix or Preference license fee for 448 MIPS including first year maintenance	PHO-PREF 7.8 448 MIPS	ISSI-TP0005AE-448	\$148,423.00	Each	\$121,504.98

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 449 MIPS including first year maintenance	PHO-PREF 7.8 449 MIPS	ISSI-TP0005AE-449	\$148,755.00	Each	\$121,776.77
Phoenix or Preference license fee for 450 MIPS including first year maintenance	PHO-PREF 7.8 450 MIPS	ISSI-TP0005AE-450	\$148,209.00	Each	\$121,329.79
Phoenix or Preference license fee for 451 MIPS including first year maintenance	PHO-PREF 7.8 451 MIPS	ISSI-TP0005AE-451	\$148,538.00	Each	\$121,599.13
Phoenix or Preference license fee for 452 MIPS including first year maintenance	PHO-PREF 7.8 452 MIPS	ISSI-TP0005AE-452	\$148,868.00	Each	\$121,869.27
Phoenix or Preference license fee for 453 MIPS including first year maintenance	PHO-PREF 7.8 453 MIPS	ISSI-TP0005AE-453	\$148,755.00	Each	\$121,776.77
Phoenix or Preference license fee for 454 MIPS including first year maintenance	PHO-PREF 7.8 454 MIPS	ISSI-TP0005AE-454	\$149,084.00	Each	\$122,046.10
Phoenix or Preference license fee for 455 MIPS including first year maintenance	PHO-PREF 7.8 455 MIPS	ISSI-TP0005AE-455	\$148,969.00	Each	\$121,951.95
Phoenix or Preference license fee for 456 MIPS including first year maintenance	PHO-PREF 7.8 456 MIPS	ISSI-TP0005AE-456	\$149,296.00	Each	\$122,219.65
Phoenix or Preference license fee for 457 MIPS including first year maintenance	PHO-PREF 7.8 457 MIPS	ISSI-TP0005AE-457	\$149,178.00	Each	\$122,123.06
Phoenix or Preference license fee for 458 MIPS including first year maintenance	PHO-PREF 7.8 458 MIPS	ISSI-TP0005AE-458	\$149,505.00	Each	\$122,390.75
Phoenix or Preference license fee for 459 MIPS including first year maintenance	PHO-PREF 7.8 459 MIPS	ISSI-TP0005AE-459	\$149,831.00	Each	\$122,657.63
Phoenix or Preference license fee for 460 MIPS including first year maintenance	PHO-PREF 7.8 460 MIPS	ISSI-TP0005AE-460	\$149,709.00	Each	\$122,557.75
Phoenix or Preference license fee for 461 MIPS including first year maintenance	PHO-PREF 7.8 461 MIPS	ISSI-TP0005AE-461	\$150,035.00	Each	\$122,824.63
Phoenix or Preference license fee for 462 MIPS including first year maintenance	PHO-PREF 7.8 462 MIPS	ISSI-TP0005AE-462	\$149,910.00	Each	\$122,722.30
Phoenix or Preference license fee for 463 MIPS including first year maintenance	PHO-PREF 7.8 463 MIPS	ISSI-TP0005AE-463	\$150,235.00	Each	\$122,988.36
Phoenix or Preference license fee for 464 MIPS including first year maintenance	PHO-PREF 7.8 464 MIPS	ISSI-TP0005AE-464	\$150,107.00	Each	\$122,883.57
Phoenix or Preference license fee for 465 MIPS including first year maintenance	PHO-PREF 7.8 465 MIPS	ISSI-TP0005AE-465	\$150,431.00	Each	\$123,148.81
Phoenix or Preference license fee for 466 MIPS including first year maintenance	PHO-PREF 7.8 466 MIPS	ISSI-TP0005AE-466	\$150,754.00	Each	\$123,413.23
Phoenix or Preference license fee for 467 MIPS including first year maintenance	PHO-PREF 7.8 467 MIPS	ISSI-TP0005AE-467	\$150,622.00	Each	\$123,305.17
Phoenix or Preference license fee for 468 MIPS including first year maintenance	PHO-PREF 7.8 468 MIPS	ISSI-TP0005AE-468	\$150,945.00	Each	\$123,569.59
Phoenix or Preference license fee for 469 MIPS including first year maintenance	PHO-PREF 7.8 469 MIPS	ISSI-TP0005AE-469	\$150,811.00	Each	\$123,459.89
Phoenix or Preference license fee for 470 MIPS including first year maintenance	PHO-PREF 7.8 470 MIPS	ISSI-TP0005AE-470	\$151,132.00	Each	\$123,722.68
Phoenix or Preference license fee for 471 MIPS including first year maintenance	PHO-PREF 7.8 471 MIPS	ISSI-TP0005AE-471	\$150,995.00	Each	\$123,610.52
Phoenix or Preference license fee for 472 MIPS including first year maintenance	PHO-PREF 7.8 472 MIPS	ISSI-TP0005AE-472	\$151,315.00	Each	\$123,872.49



<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 473 MIPS including first year maintenance	PHO-PREF 7.8 473 MIPS	ISSI-TP0005AE-473	\$151,636.00	Each	\$124,135.27
Phoenix or Preference license fee for 474 MIPS including first year maintenance	PHO-PREF 7.8 474 MIPS	ISSI-TP0005AE-474	\$151,033.00	Each	\$123,641.63
Phoenix or Preference license fee for 475 MIPS including first year maintenance	PHO-PREF 7.8 475 MIPS	ISSI-TP0005AE-475	\$151,351.00	Each	\$123,901.96
Phoenix or Preference license fee for 476 MIPS including first year maintenance	PHO-PREF 7.8 476 MIPS	ISSI-TP0005AE-476	\$151,206.00	Each	\$123,783.26
Phoenix or Preference license fee for 477 MIPS including first year maintenance	PHO-PREF 7.8 477 MIPS	ISSI-TP0005AE-477	\$151,524.00	Each	\$124,043.58
Phoenix or Preference license fee for 478 MIPS including first year maintenance	PHO-PREF 7.8 478 MIPS	ISSI-TP0005AE-478	\$151,841.00	Each	\$124,303.09
Phoenix or Preference license fee for 479 MIPS including first year maintenance	PHO-PREF 7.8 479 MIPS	ISSI-TP0005AE-479	\$151,692.00	Each	\$124,181.11
Phoenix or Preference license fee for 480 MIPS including first year maintenance	PHO-PREF 7.8 480 MIPS	ISSI-TP0005AE-480	\$152,009.00	Each	\$124,440.62
Phoenix or Preference license fee for 481 MIPS including first year maintenance	PHO-PREF 7.8 481 MIPS	ISSI-TP0005AE-481	\$151,857.00	Each	\$124,316.19
Phoenix or Preference license fee for 482 MIPS including first year maintenance	PHO-PREF 7.8 482 MIPS	ISSI-TP0005AE-482	\$152,173.00	Each	\$124,574.88
Phoenix or Preference license fee for 483 MIPS including first year maintenance	PHO-PREF 7.8 483 MIPS	ISSI-TP0005AE-483	\$152,018.00	Each	\$124,447.99
Phoenix or Preference license fee for 484 MIPS including first year maintenance	PHO-PREF 7.8 484 MIPS	ISSI-TP0005AE-484	\$152,333.00	Each	\$124,705.86
Phoenix or Preference license fee for 485 MIPS including first year maintenance	PHO-PREF 7.8 485 MIPS	ISSI-TP0005AE-485	\$152,647.00	Each	\$124,962.92
Phoenix or Preference license fee for 486 MIPS including first year maintenance	PHO-PREF 7.8 486 MIPS	ISSI-TP0005AE-486	\$152,488.00	Each	\$124,832.75
Phoenix or Preference license fee for 487 MIPS including first year maintenance	PHO-PREF 7.8 487 MIPS	ISSI-TP0005AE-487	\$152,802.00	Each	\$125,089.81
Phoenix or Preference license fee for 488 MIPS including first year maintenance	PHO-PREF 7.8 488 MIPS	ISSI-TP0005AE-488	\$152,640.00	Each	\$124,957.18
Phoenix or Preference license fee for 489 MIPS including first year maintenance	PHO-PREF 7.8 489 MIPS	ISSI-TP0005AE-489	\$152,953.00	Each	\$125,213.42
Phoenix or Preference license fee for 490 MIPS including first year maintenance	PHO-PREF 7.8 490 MIPS	ISSI-TP0005AE-490	\$153,266.00	Each	\$125,469.66
Phoenix or Preference license fee for 491 MIPS including first year maintenance	PHO-PREF 7.8 491 MIPS	ISSI-TP0005AE-491	\$153,100.00	Each	\$125,333.76
Phoenix or Preference license fee for 492 MIPS including first year maintenance	PHO-PREF 7.8 492 MIPS	ISSI-TP0005AE-492	\$153,412.00	Each	\$125,589.17
Phoenix or Preference license fee for 493 MIPS including first year maintenance	PHO-PREF 7.8 493 MIPS	ISSI-TP0005AE-493	\$153,244.00	Each	\$125,451.64
Phoenix or Preference license fee for 494 MIPS including first year maintenance	PHO-PREF 7.8 494 MIPS	ISSI-TP0005AE-494	\$153,554.00	Each	\$125,705.43
Phoenix or Preference license fee for 495 MIPS including first year maintenance	PHO-PREF 7.8 495 MIPS	ISSI-TP0005AE-495	\$153,865.00	Each	\$125,960.02
Phoenix or Preference license fee for 496 MIPS including first year maintenance	PHO-PREF 7.8 496 MIPS	ISSI-TP0005AE-496	\$153,210.00	Each	\$125,423.81

<b>Software Product and Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr.List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference license fee for 497 MIPS including first year maintenance	PHO-PREF 7.8 497 MIPS	ISSI-TP0005AE-497	\$153,518.00	Each	\$125,675.95
Phoenix or Preference license fee for 498 MIPS including first year maintenance	PHO-PREF 7.8 498 MIPS	ISSI-TP0005AE-498	\$153,342.00	Each	\$125,531.87
Phoenix or Preference license fee for 499 MIPS including first year maintenance	PHO-PREF 7.8 499 MIPS	ISSI-TP0005AE-499	\$153,650.00	Each	\$125,784.02
Phoenix or Preference license fee for 500 MIPS including first year maintenance	PHO-PREF 7.8 500 MIPS	ISSI-TP0005AE-500	\$153,958.00	Each	\$126,036.16

## 5. SPECIAL ITEM NUMBER 132-34 – Maintenance Services

Maintenance and Support Services include annual services

Maintenance and support services are generally based on a percentage of the contract price of the licensed software, with annual adjustment for inflation. Each manufacturer will have its own guideline for calculating maintenance costs. Most manufacturers require that maintenance and support services be purchased with the first license year and be renewed annually thereafter. The actual cost of annual software maintenance and support may vary from that provided in the charts below.

Software Maintenance & Support Description	SumTotal CLIN	ISSI GSA CLIN	Mfr. List Price	Unit	GSA (MAS) Price with IFF
<b>Maintenance &amp; Support</b>					
<b>TotalLMS Software Perpetual License Maintenance &amp; Support</b>	<b>TLMS0001</b>				
Standard Maint & Support (1 to 3000 Named Users)	TLMS0001CA	ISSI- TotalLMS3KSS	\$12.00	Each	\$9.83
Standard Maint & Support (3001 to 5000 Named Users)	TLMS0001CB	ISSI- TotalLMS5KSS	\$10.00	Each	\$8.20
Standard Maint & Support (5001 to 10,000 Named Users)	TLMS0001CC	ISSI- TotalLMS10KSS	\$9.40	Each	\$7.70
Standard Maint & Support (10,001 to 15,000 Named Users)	TLMS0001CD	ISSI- TotalLMS15KSS	\$8.00	Each	\$6.55
Standard Maint & Support (15,001 to 20,000 Named Users)	TLMS0001CE	ISSI- TotalLMS20KSS	\$6.80	Each	\$5.58
Standard Maint & Support (20,001 to 30,000 Named Users)	TLMS0001CF	ISSI- TotalLMS30KSS	\$6.00	Each	\$4.92
Standard Maint & Support (30,001 to 40,000 Named Users)	TLMS0001CG	ISSI- TotalLMS40KSS	\$5.40	Each	\$4.43
Standard Maint & Support (40,001 to 60,000 Named Users)	TLMS0001CH	ISSI- TotalLMS60KSS	\$4.80	Each	\$3.93
Standard Maint & Support (60,001 to 80,000 Named Users)	TLMS0001CI	ISSI- TotalLMS80KSS	\$4.20	Each	\$3.44
Standard Maint & Support (80,001 to 100,000 Named Users)	TLMS0001CJ	ISSI- TotalLMS100KSS	\$3.60	Each	\$2.96
Standard Maint & Support (100,001 or more Records)	TLMS0001CK	ISSI- TotalLMS100PSS	\$3.00	Each	\$2.46
<b>Training Records Only Version 7.6, Perpetual License - Name User</b>					
TotalLMS (1 to 3000 Records)	TLMS0001CL	ISSI- TotalLMR3KSS	\$4.80	Each	\$3.93
TotalLMS (3001 to 5000 Records)	TLMS0001CM	ISSI- TotalLMR5KSS	\$2.40	Each	\$1.97
TotalLMS (5001 to 10,000 Records)	TLMS0001CN	ISSI- TotalLMR10KSS	\$2.20	Each	\$1.81
TotalLMS (10,001 to 15,000 Records)	TLMS0001CP	ISSI- TotalLMR15KSS	\$2.00	Each	\$1.65
TotalLMS (15,001 to 20,000 Records)	TLMS0001CQ	ISSI- TotalLMR20KSS	\$1.60	Each	\$1.31
TotalLMS (20,001 to 30,000 Records)	TLMS0001CR	ISSI- TotalLMR30KSS	\$1.40	Each	\$1.15
TotalLMS (30,001 to 40,000 Records)	TLMS0001CS	ISSI- TotalLMR40KSS	\$1.40	Each	\$1.15
TotalLMS (40,001 to 60,000 Records)	TLMS0001CT	ISSI- TotalLMR60KSS	\$1.20	Each	\$0.99

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
TotalLMS (60,001 to 80,000 Records)	TLMS0001CU	ISSI-TotalLMR80KSS	\$1.00	Each	\$0.82
TotalLMS (80,001 to 100,000 Records)	TLMS0001CV	ISSI-TotalLMR100KSS	\$1.00	Each	\$0.82
TotalLMS (100,001 or more Records)	TLMS0001CW	ISSI-TotalLMR100PSS	\$0.80	Each	\$0.66
Standard Maint & Support Language Club - Custom Language Perm License Maint Fee	TLMS0001CL	ISSI-LANGCLUBSS	\$15,000.00	Each	\$12,279.60
<b>TotalVersioning Maintenance &amp; Support Named User</b>					
TotalVersioning Maint & Sup (1 to 3,000 Named Users)	TV0001CA	ISSI-TV0001CA	\$1.60	Each	\$1.31
TotalVersioning Maint & Sup (3,001 to 5,000 Named Users)	TV0001CB	ISSI-TV0001CB	\$1.60	Each	\$1.31
TotalVersioning Maint & Sup (5,001 to 10,000 Named Users)	TV0001CC	ISSI-TV0001CC	\$1.60	Each	\$1.31
TotalVersioning Maint & Sup (10,001 to 15,000 Named Users)	TV0001CD	ISSI-TV0001CD	\$1.60	Each	\$1.31
TotalVersioning Maint & Sup (15,001 to 20,000 Named Users)	TV0001CE	ISSI-TV0001CE	\$1.60	Each	\$1.31
TotalVersioning Maint & Sup (20,001 to 30,000 Named Users)	TV0001CF	ISSI-TV0001CF	\$1.60	Each	\$1.31
TotalVersioning Maint & Sup (30,001 to 40,000 Named Users)	TV0001CG	ISSI-TV0001CG	\$1.60	Each	\$1.31
TotalVersioning Maint & Sup (40,001 to 60,000 Named Users)	TV0001CH	ISSI-TV0001CH	\$1.60	Each	\$1.31
TotalVersioning Maint & Sup (60,001 to 80,000 Named Users)	TV0001CI	ISSI-TV0001CI	\$1.60	Each	\$1.31
TotalVersioning Maint & Sup (80,001 to 100,000 Named Users)	TV0001CJ	ISSI-TV0001CJ	\$1.60	Each	\$1.31
TotalVersioning Maint & Sup (100,001 or more Users)	TV0001CK	ISSI-TV0001CK	\$1.60	Each	\$1.31
<b>TotalAccess Maintenance &amp; Support Named Users</b>					
TotalAccess Maint & Support (1 to 3000 Named Users)	TA0001CA	ISSI-TA0001CA	\$1.80	Each	\$1.48
TotalAccess Maint & Support (3001 to 5000 Named Users)	TA0001CB	ISSI-TA0001CB	\$1.50	Each	\$1.24
TotalAccess Maint & Support (5001 to 10,000 Named Users)	TA0001CC	ISSI-TA0001CC	\$1.40	Each	\$1.15
TotalAccess Maint & Support (10,001 to 15,000 Named Users)	TA0001CD	ISSI-TA0001CD	\$1.20	Each	\$0.99
TotalAccess Maint & Support (15,001 to 20,000 Named Users)	TA0001CE	ISSI-TA0001CE	\$1.00	Each	\$0.82
TotalAccess Maint & Support (20,001 to 30,000 Named Users)	TA0001CF	ISSI-TA0001CF	\$0.90	Each	\$0.75
TotalAccess Maint & Support (30,001 to 40,000 Named Records)	TA0001CG	ISSI-TA0001CG	\$0.80	Each	\$0.66
TotalAccess Maint & Support (40,001 to 60,000 Named Records)	TA0001CH	ISSI-TA0001CH	\$0.70	Each	\$0.59
TotalAccess Maint & Support (60,001 to 80,000 Named Records)	TA0001CI	ISSI-TA0001CI	\$0.60	Each	\$0.50
TotalAccess Maint & Support (80,001 to	TA0001CJ	ISSI-TA0001CJ	\$0.50	Each	\$0.42

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
100,000 Named Records)					
TotalAccess Maint & Support (100,001 or more Records)	TA0001CK	ISSI-TA0001CK	\$0.40	Each	\$0.34
<b>TotalLCMS Maintenance &amp; Support Named Users</b>	<b>TLCMS0001C</b>				
Standard Maintenance & Support (1 to 10 Named Users)	TLCMS0001CA	ISSI-TotalLCMSA10SS	\$1,200.00	Each	\$982.37
Standard Maintenance & Support (11 to 25 Named Users)	TLCMS0001CB	ISSI-TotalLCMSA25SS	\$800.00	Each	\$654.92
Standard Maintenance & Support (26 to 50 Named Users)	TLCMS0001CC	ISSI-TotalLCMSA50SS	\$600.00	Each	\$491.19
Standard Maintenance & Support (Over 51 Named Users)	TLCMS0001CD	ISSI-TotalLCMSA5PSS	\$600.00	Each	\$491.19
<b>TotalLCMS Maintenance &amp; Support Reviewers</b>	<b>TLCMS0002C</b>				
Standard Maintenance & Support (1 to 10 Reviewers)	TLCMS0002CA	ISSI-TotalLCMSR10SS	\$640.00	Each	\$523.93
Standard Maintenance & Support (11 to 25 Reviewers)	TLCMS0002CB	ISSI-TotalLCMSR25SS	\$420.00	Each	\$343.83
Standard Maintenance & Support (26 to 50 Reviewers)	TLCMS0002CC	ISSI-TotalLCMSR50SS	\$340.00	Each	\$278.34
Standard Maintenance & Support (Over 51 Reviewers)	TLCMS0002CD	ISSI-TotalLCMSR5PSS	\$340.00	Each	\$278.34
<b>ToolBook Instructor Maintenance &amp; Support Services</b>					
Annual Maintenance & Support (Price per Author)	028867	ISSI-STIS-28867	\$995.00	Each	\$814.55
Renewal of Annual Maintenance & Support (Price per Author)	060120	ISSI-STIS-60120	\$995.00	Each	\$814.55
Annual Maintenance Only (Price per Author)	029242	ISSI-STIS-029242	\$795.00	Each	\$650.83
Renew of Annual Maintenance Only (Price per Author)	060153	ISSI-STIS-60153	\$795.00	Each	\$650.83
<b>ToolBook Assistant Maintenance &amp; Support Services</b>					
Annual Maintenance & Support (Price per Author)	028861	ISSI-STIS-29341	\$695.00	Each	\$568.96
Renewal of Annual Maintenance & Support (Price per Author)	060121	ISSI-STIS-29341	\$695.00	Each	\$568.96
Annual Maintenance Only (Price per Author)	029269	ISSI-STIS-029269	\$595.00	Each	\$487.10
Renewal of Annual Maintenance Only (Price per Author)	060154	ISSI-STIS-60154	\$595.00	Each	\$487.10
<b>ToolBook Translation Support Services</b>		<b>ISSI-TBT0001C</b>			
Annual TB Translation Systems Support Services (Price per user)	070199	ISSI-TBT0001CA	\$249.00	Each	\$203.84
<b>Success Factors Integration</b>	<b>TSF0001</b>	<b>ISSI-TSF0001</b>			
SuccessFactors Integration Module	TSF0001AA	ISSI-TSF0001AA	\$5,000.00	Each	\$4,093.20
<b>TotalIntegration Enterprise System Integrations</b>	<b>TISI0001</b>	<b>ISSI-TISI0001</b>			

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
TotalIntegration Module - TotalIntegration is required to automate system to system data feeds	TISI0001AA	ISSI-TISI0001AA	\$2,000.00	Each	\$1,637.28
<b>Results On Demand Support Services</b>	<b>ROD0007</b>	<b>ISSI-ROD0007</b>			
Extended Support up to 50,000 users	ROD0007AA	AA	\$15,000.00	YR	\$12,279.60
Extended Support Over 50,000 users	ROD0007AA	AB	\$35,000.00	YR	\$28,652.40
Premium Support	ROD0007AA	AC	\$50,000.00	YR	\$40,931.99
<b>TotalPerformance Appraisals Maintenance &amp; Support</b>					
<b>Performance Appraisals - Manager &amp; Employee Maintenance &amp; Support Named Users</b>	<b>TP0001A</b>	<b>ISSI-TP0001A</b>			
Performance Appraisal (1 to 2999 Named Users)	TP0001AA	ISSI-TP0001AA	\$19.00	Each	\$15.56
Performance Appraisal (3000 to 4999 Named Users)	TP0001AB	ISSI-TP0001AB	\$11.00	Each	\$9.01
Performance Appraisal (5000 to 9999 Named Users)	TP0001AC	ISSI-TP0001AC	\$6.00	Each	\$4.92
Performance Appraisal (10,000 to 14,999 Named Users)	TP0001AD	ISSI-TP0001AD	\$4.60	Each	\$3.77
Performance Appraisal (15,000 to 19,999 Named Users)	TP0001AE	ISSI-TP0001AE	\$3.60	Each	\$2.96
Performance Appraisal (20,000 to 29,999 Named Users)	TP0001AF	ISSI-TP0001AF	\$2.80	Each	\$2.30
Performance Appraisal (30,000 to 39,999 Named Users)	TP0001AG	ISSI-TP0001AG	\$2.20	Each	\$1.81
Performance Appraisal (40,000 to 59,999 Named Users)	TP0001AH	ISSI-TP0001AH	\$1.80	Each	\$1.48
Performance Appraisal (60,000 to 40,000 Named Users)	TP0001AI	ISSI-TP0001AI	\$1.60	Each	\$1.31
Performance Appraisal (80,000 to 40,000 Named Users)	TP0001AJ	ISSI-TP0001AJ	\$1.40	Each	\$1.15
Performance Appraisal (100,000 or more Named Users)	TP0001AK	ISSI-TP0001AK	\$1.20	Each	\$0.99
<b>Multi-Rater/360 Addition Maintenance &amp; Support Named Users</b>	<b>TP0002B</b>	<b>ISSI-TP0002B</b>			
Multi-Rater/360 Addition (1 to 2999 Named Users)	TP0002BA	ISSI-TP0002BA	\$15.00	Each	\$12.29
Multi-Rater/360 Addition (3000 to 4999 Named Users)	TP0002BB	ISSI-TP0002BB	\$7.40	Each	\$6.06
Multi-Rater/360 Addition (5000 to 9999 Named Users)	TP0002BC	ISSI-TP0002BC	\$2.80	Each	\$2.30
Multi-Rater/360 Addition (10,000 to 14,999 Named Users)	TP0002BD	ISSI-TP0002BD	\$2.20	Each	\$1.81
Multi-Rater/360 Addition (15,000 to 19,999 Named Users)	TP0002BE	ISSI-TP0002BE	\$1.60	Each	\$1.31
Multi-Rater/360 Addition (20,000 to 29,999 Named Users)	TP0002BF	ISSI-TP0002BF	\$1.20	Each	\$0.99
Multi-Rater/360 Addition (30,000 to	TP0002BG	ISSI-TP0002BG	\$1.00	Each	\$0.82

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
39,999 Named Users)					
Multi-Rater/360 Addition (40,000 to 59,999 Named Users)	TP0002BH	ISSI-TP0002BH	\$0.80	Each	\$0.66
Multi-Rater/360 Addition (60,000 to 40,000 Named Users)	TP0002BI	ISSI-TP0002BI	\$0.70	Each	\$0.59
Multi-Rater/360 Addition (80,000 to 40,000 Named Users)	TP0002BJ	ISSI-TP0002BJ	\$0.60	Each	\$0.50
Multi-Rater/360 Addition (100,000 or more Named Users)	TP0002BK	ISSI-TP0002BK	\$0.50	Each	\$0.42
<b>ToGo Maintenance &amp; Support Named Users</b>	<b>TP0003B</b>	<b>ISSI-TP0003B</b>			
Appraisal ToGo (1 to 2999 Named Users)	TP0003BA	ISSI-TP0003BA	\$15.00	Each	\$12.29
Appraisal ToGo (3000 to 4999 Named Users)	TP0003BB	ISSI-TP0003BB	\$7.40	Each	\$6.06
Appraisal ToGo (5000 to 9999 Named Users)	TP0003BC	ISSI-TP0003BC	\$2.80	Each	\$2.30
Appraisal ToGo (10,000 to 14,999 Named Users)	TP0003BD	ISSI-TP0003BD	\$2.20	Each	\$1.81
Appraisal ToGo (15,000 to 19,999 Named Users)	TP0003BE	ISSI-TP0003BE	\$1.60	Each	\$1.31
Appraisal ToGo (20,000 to 29,999 Named Users)	TP0003BF	ISSI-TP0003BF	\$1.20	Each	\$0.99
Appraisal ToGo (30,000 to 39,999 Named Users)	TP0003BG	ISSI-TP0003BG	\$1.00	Each	\$0.82
Appraisal ToGo (40,000 to 59,999 Named Users)	TP0003BH	ISSI-TP0003BH	\$0.80	Each	\$0.66
Appraisal ToGo (60,000 to 40,000 Named Users)	TP0003BI	ISSI-TP0003BI	\$0.70	Each	\$0.59
Appraisal ToGo (80,000 to 40,000 Named Users)	TP0003BJ	ISSI-TP0003BJ	\$0.60	Each	\$0.50
Appraisal ToGo (100,000 or more Named Users)	TP0003BK	ISSI-TP0003BK	\$0.50	Each	\$0.42
<b>Goals Management w/Development Plans Maintenance &amp; Support</b>	<b>TP0004B</b>	<b>ISSI-TP0004B</b>			
Goals Mgt w/Dev Plans (1 to 2999 Named Users)	TP0004BA	ISSI-TP0004BA	\$18.40	Each	\$15.07
Goals Mgt w/Dev Plans (3000 to 4999 Named Users)	TP0004BB	ISSI-TP0004BB	\$10.60	Each	\$8.68
Goals Mgt w/Dev Plans (5000 to 9999 Named Users)	TP0004BC	ISSI-TP0004BC	\$5.40	Each	\$4.43
Goals Mgt w/Dev Plans (10,000 to 14,999 Named Users)	TP0004BD	ISSI-TP0004BD	\$4.40	Each	\$3.61
Goals Mgt w/Dev Plans (15,000 to 19,999 Named Users)	TP0004BE	ISSI-TP0004BE	\$3.20	Each	\$2.62
Goals Mgt w/Dev Plans (20,000 to 29,999 Named Users)	TP0004BF	ISSI-TP0004BF	\$2.40	Each	\$1.97
Goals Mgt w/Dev Plans (30,000 to 39,999 Named Users)	TP0004BG	ISSI-TP0004BG	\$1.80	Each	\$1.48
Goals Mgt w/Dev Plans (40,000 to 59,999 Named Users)	TP0004BH	ISSI-TP0004BH	\$1.40	Each	\$1.15
Goals Mgt w/Dev Plans (60,000 to 40,000 Named Users)	TP0004BI	ISSI-TP0004BI	\$1.20	Each	\$0.99

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Goals Mgt w/Dev Plans (80,000 to 40,000 Named Users)	TP0004BJ	ISSI-TP0004BJ	\$1.00	Each	\$0.82
Goals Mgt w/Dev Plans (100,000 or more Named Users)	TP0004BK	ISSI-TP0004BK	\$0.80	Each	\$0.66
<b>Workforce &amp; Succession Planning Maintenance &amp; Support</b>	<b>TP0005B</b>	<b>ISSI-TP0005B</b>			
WSP (1 to 2999 Named Users)	TP0005BA	ISSI-TP0005BA	\$18.40	Each	\$15.07
WSP (3000 to 4999 Named Users)	TP0005BB	ISSI-TP0005BB	\$10.60	Each	\$8.68
WSP (5000 to 9999 Named Users)	TP0005BC	ISSI-TP0005BC	\$5.40	Each	\$4.43
WSP (10,000 to 14,999 Named Users)	TP0005BD	ISSI-TP0005BD	\$4.40	Each	\$3.61
WSP (15,000 to 19,999 Named Users)	TP0005BE	ISSI-TP0005BE	\$3.20	Each	\$2.62
WSP (20,000 to 29,999 Named Users)	TP0005BF	ISSI-TP0005BF	\$2.40	Each	\$1.97
WSP (30,000 to 39,999 Named Users)	TP0005BG	ISSI-TP0005BG	\$1.80	Each	\$1.48
WSP (40,000 to 59,999 Named Users)	TP0005BH	ISSI-TP0005BH	\$1.40	Each	\$1.15
WSP (60,000 to 40,000 Named Users)	TP0005BI	ISSI-TP0005BI	\$1.20	Each	\$0.99
WSP (80,000 to 40,000 Named Users)	TP0005BJ	ISSI-TP0005BJ	\$1.00	Each	\$0.82
WSP (100,000 or more Named Users)	TP0005BK	ISSI-TP0005BK	\$0.80	Each	\$0.66
<b>Leadership Competency Model Maintenance &amp; Support</b>	<b>TP0006B</b>	<b>ISSI-TP0006B</b>			
Leadership Competency (1 to 2999 Named Users)	TP0006BA	ISSI-TP0006BA	\$15.00	Each	\$12.29
Leadership Competency (3000 to 4999 Named Users)	TP0006BB	ISSI-TP0006BB	\$7.40	Each	\$6.06
Leadership Competency (5000 to 9999 Named Users)	TP0006BC	ISSI-TP0006BC	\$2.80	Each	\$2.30
Leadership Competency (10,000 to 14,999 Named Users)	TP0006BD	ISSI-TP0006BD	\$2.20	Each	\$1.81
Leadership Competency (15,000 to 19,999 Named Users)	TP0006BE	ISSI-TP0006BE	\$1.60	Each	\$1.31
Leadership Competency (20,000 to 29,999 Named Users)	TP0006BF	ISSI-TP0006BF	\$1.20	Each	\$0.99
Leadership Competency (30,000 to 39,999 Named Users)	TP0006BG	ISSI-TP0006BG	\$1.00	Each	\$0.82
Leadership Competency (40,000 to 59,999 Named Users)	TP0006BH	ISSI-TP0006BH	\$0.80	Each	\$0.66
Leadership Competency (60,000 to 40,000 Named Users)	TP0006BI	ISSI-TP0006BI	\$0.70	Each	\$0.59
Leadership Competency (80,000 to 40,000 Named Users)	TP0006BJ	ISSI-TP0006BJ	\$0.60	Each	\$0.50
Leadership Competency (100,000 or more Named Users)	TP0006BK	ISSI-TP0006BK	\$0.70	Each	\$0.59
<b>Multi-Rater/360 Standalone Maintenance &amp; Support</b>	<b>TP0007B</b>	<b>ISSI-TP0007B</b>			
Multi-Rater/360 Standalone (1 to 2999 Named Users)	TP0007BA	ISSI-TP0007BA	\$25.00	Each	\$20.47
Multi-Rater/360 Standalone (3000 to 4999 Named Users)	TP0007BB	ISSI-TP0007BB	\$19.00	Each	\$15.56
Multi-Rater/360 Standalone (5000 to 9999 Named Users)	TP0007BC	ISSI-TP0007BC	\$12.00	Each	\$9.83
Multi-Rater/360 Standalone (10,000 to 14,999 Named Users)	TP0007BD	ISSI-TP0007BD	\$9.20	Each	\$7.54
Multi-Rater/360 Standalone (15,000 to 19,999 Named Users)	TP0007BE	ISSI-TP0007BE	\$7.20	Each	\$5.90



<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Multi-Rater/360 Standalone (20,000 to 29,999 Named Users)	TP0007BF	ISSI-TP0007BF	\$5.60	Each	\$4.59
Multi-Rater/360 Standalone (30,000 to 39,999 Named Users)	TP0007BG	ISSI-TP0007BG	\$4.40	Each	\$3.61
Multi-Rater/360 Standalone (40,000 to 59,999 Named Users)	TP0007BH	ISSI-TP0007BH	\$3.60	Each	\$2.96
Multi-Rater/360 Standalone (60,000 to 40,000 Named Users)	TP0007BI	ISSI-TP0007BI	\$3.20	Each	\$2.62
Multi-Rater/360 Standalone (80,000 to 40,000 Named Users)	TP0007BJ	ISSI-TP0007BJ	\$2.80	Each	\$2.30
Multi-Rater/360 Standalone (100,000 or more Named Users)	TP0007BK	ISSI-TP0007BK	\$2.40	Each	\$1.97
<b>TotalCompensation Maintenance &amp; Support Licensed Named Users</b>	<b>TC0001B</b>	<b>ISSI-TC0001B</b>			
Compensation Management (1 to 2999 Named Users)	TC0001BA	ISSI-TC0001BA	\$18.00	Each	\$14.75
Compensation Management (3000 to 4999 Named Users)	TC0001BB	ISSI-TC0001BB	\$9.20	Each	\$7.54
Compensation Management (5000 to 9999 Named Users)	TC0001BC	ISSI-TC0001BC	\$3.80	Each	\$3.12
Compensation Management (10,000 to 14,999 Named Users)	TC0001BD	ISSI-TC0001BD	\$2.80	Each	\$2.30
Compensation Management (15,000 to 19,999 Named Users)	TC0001BE	ISSI-TC0001BE	\$2.20	Each	\$1.81
Compensation Management (20,000 to 29,999 Named Users)	TC0001BF	ISSI-TC0001BF	\$1.80	Each	\$1.48
Compensation Management (30,000 to 39,999 Named Users)	TC0001BG	ISSI-TC0001BG	\$1.40	Each	\$1.15
Compensation Management (40,000 to 59,999 Named Users)	TC0001BH	ISSI-TC0001BH	\$1.20	Each	\$0.99
Compensation Management (60,000 to 40,000 Named Users)	TC0001BI	ISSI-TC0001BI	\$1.00	Each	\$0.82
Compensation Management (80,000 to 40,000 Named Users)	TC0001BJ	ISSI-TC0001BJ	\$0.80	Each	\$0.66
Compensation Management (100,000 or more Named Users)	TC0001BK	ISSI-TC0001BK	\$0.60	Each	\$0.50
<b>TotalPerformance Core Languages Maintenance &amp; Support</b>	<b>TP0009B</b>	<b>ISSI-TP0009B</b>			
TotalPerformance English (UK)	TP0009BA	ISSI-TP0009BA	No Charge	Each	N/A
TotalPerformance English (US)	TP0009BB	ISSI-TP0009BB	No Charge	Each	N/A
TotalPerformance French	TP0009BC	ISSI-TP0009BC	No Charge	Each	N/A
TotalPerformance German	TP0009BD	ISSI-TP0009BD	No Charge	Each	N/A
TotalPerformance Italian	TP0009BE	ISSI-TP0009BE	No Charge	Each	N/A
TotalPerformance Japanese	TP0009BF	ISSI-TP0009BF	No Charge	Each	N/A
TotalPerformance Portuguese (Brazilian)	TP0009BG	ISSI-TP0009BG	No Charge	Each	N/A
TotalPerformance Spanish (Universal)	TP0009BH	ISSI-TP0009BH	No Charge	Each	N/A
TotalPerformance Chinese (Traditional)	TP0009BI	ISSI-TP0009BI	No Charge	Each	N/A
TotalPerformance Chinese (Simple)	TP0009BJ	ISSI-TP0009BJ	No Charge	Each	N/A
TotalPerformance Canadian (French)	TP0009BK	ISSI-TP0009BK	No Charge	Each	N/A
<b>Pathlore Products Maintenance &amp; Support</b>					

Software Maintenance & Support Description	SumTotal CLIN	ISSI GSA CLIN	Mfr. List Price	Unit	GSA (MAS) Price with IFF
<b>Pathlore LMS Enterprise Maintenance &amp; Support</b>		<b>ILSS0001</b>			
500 Seat LMS Enterprise 6.5	LMSCCP65500	ILSS0001AA	\$12,700.00	Each	\$10,396.73
1000 Seat LMS Enterprise 6.5	LMSCCP651000	ILSS0001AB	\$14,070.00	Each	\$11,518.27
1500 Seat LMS Enterprise 6.5	LMSCCP651500	ILSS0001AC	\$15,440.00	Each	\$12,639.80
2000 Seat LMS Enterprise 6.5	LMSCCP652000	ILSS0001AD	\$16,810.00	Each	\$13,761.35
2500 Seat LMS Enterprise 6.5	LMSCCP652500	ILSS0001AE	\$18,180.00	Each	\$14,882.88
3000 Seat LMS Enterprise 6.5	LMSCCP653000	ILSS0001AF	\$19,550.00	Each	\$16,004.42
3500 Seat LMS Enterprise 6.5	LMSCCP653500	ILSS0001AG	\$20,920.00	Each	\$17,125.95
4000 Seat LMS Enterprise 6.5	LMSCCP654000	ILSS0001AH	\$22,290.00	Each	\$18,247.49
4500 Seat LMS Enterprise 6.5	LMSCCP654500	ILSS0001AI	\$23,660.00	Each	\$19,369.02
5000 Seat LMS Enterprise 6.5	LMSCCP655000	ILSS0001AJ	\$25,030.00	Each	\$20,490.56
5500 Seat LMS Enterprise 6.5	LMSCCP655500	ILSS0001AK	\$25,950.00	Each	\$21,243.71
6000 Seat LMS Enterprise 6.5	LMSCCP656000	ILSS0001AL	\$26,870.00	Each	\$21,996.86
6500 Seat LMS Enterprise 6.5	LMSCCP656500	ILSS0001AM	\$27,790.00	Each	\$22,750.01
7000 Seat LMS Enterprise 6.5	LMSCCP657000	ILSS0001AN	\$28,710.00	Each	\$23,503.16
7500 Seat LMS Enterprise 6.5	LMSCCP657500	ILSS0001AO	\$29,630.00	Each	\$24,256.31
8000 Seat LMS Enterprise 6.5	LMSCCP658000	ILSS0001AP	\$30,550.00	Each	\$25,009.46
8500 Seat LMS Enterprise 6.5	LMSCCP658500	ILSS0001AQ	\$31,470.00	Each	\$25,762.60
9000 Seat LMS Enterprise 6.5	LMSCCP659000	ILSS0001AR	\$32,390.00	Each	\$26,515.75
9500 Seat LMS Enterprise 6.5	LMSCCP659500	ILSS0001AS	\$33,310.00	Each	\$27,268.90
10000 Seat LMS Enterprise 6.5	LMSCCP6510000	ILSS0001AT	\$34,230.00	Each	\$28,022.05
<b>Pathlore LMS Classroom Maintenance &amp; Support</b>		<b>ILSS0002</b>			
500 Seat LMS Classroom 6.5	LMSCCECP65500	ILSS0002AA	\$10,700.00	Each	\$8,759.45
1000 Seat LMS Classroom 6.5	LMSCCECP651000	ILSS0002AB	\$11,160.00	Each	\$9,136.03
1500 Seat LMS Classroom 6.5	LMSCCECP651500	ILSS0002AC	\$11,620.00	Each	\$9,512.60
2000 Seat LMS Classroom 6.5	LMSCCECP652000	ILSS0002AD	\$12,080.00	Each	\$9,889.17
2500 Seat LMS Classroom 6.5	LMSCCECP652500	ILSS0002AE	\$12,540.00	Each	\$10,265.75
3000 Seat LMS Classroom 6.5	LMSCCECP653000	ILSS0002AF	\$13,000.00	Each	\$10,642.32
3500 Seat LMS Classroom 6.5	LMSCCECP653500	ILSS0002AG	\$13,460.00	Each	\$11,018.90
4000 Seat LMS Classroom 6.5	LMSCCECP654000	ILSS0002AH	\$13,920.00	Each	\$11,395.47
4500 Seat LMS Classroom 6.5	LMSCCECP654500	ILSS0002AI	\$14,380.00	Each	\$11,772.05
5000 Seat LMS Classroom 6.5	LMSCCECP655000	ILSS0002AJ	\$14,840.00	Each	\$12,148.62
5500 Seat LMS Classroom 6.5	LMSCCECP655500	ILSS0002AK	\$15,070.00	Each	\$12,336.91
6000 Seat LMS Classroom 6.5	LMSCCECP656000	ILSS0002AL	\$15,300.00	Each	\$12,525.19
6500 Seat LMS Classroom 6.5	LMSCCECP656500	ILSS0002AM	\$15,530.00	Each	\$12,713.49
7000 Seat LMS Classroom 6.5	LMSCCECP657000	ILSS0002AN	\$15,760.00	Each	\$12,901.77
7500 Seat LMS Classroom 6.5	LMSCCECP657500	ILSS0002AO	\$15,990.00	Each	\$13,090.06
8000 Seat LMS Classroom 6.5	LMSCCECP658000	ILSS0002AP	\$16,220.00	Each	\$13,278.34
8500 Seat LMS Classroom 6.5	LMSCCECP658500	ILSS0002AQ	\$16,450.00	Each	\$13,466.63
9000 Seat LMS Classroom 6.5	LMSCCECP659000	ILSS0002AR	\$16,680.00	Each	\$13,654.92
9500 Seat LMS Classroom 6.5	LMSCCECP659500	ILSS0002AS	\$16,910.00	Each	\$13,843.21
10000 Seat LMS Classroom 6.5	LMSCCECP6510000	ILSS0002AT	\$17,140.00	Each	\$14,031.49
<b>Pathlore LMS Skills Management Maintenance &amp; Support</b>		<b>ILSS0003</b>			
500 Seat LMS Skills Mgmt 6.5	LMSSKCCP65500	ILSS0003AA	\$6,350.00	Each	\$5,198.37

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
1000 Seat LMS Skills Mgmt 6.5	LMSSKCCP651000	ILSS0003AB	\$7,035.00	Each	\$5,759.14
1500 Seat LMS Skills Mgmt 6.5	LMSSKCCP651500	ILSS0003AC	\$7,720.00	Each	\$6,319.90
2000 Seat LMS Skills Mgmt 6.5	LMSSKCCP652000	ILSS0003AD	\$8,405.00	Each	\$6,880.67
2500 Seat LMS Skills Mgmt 6.5	LMSSKCCP652500	ILSS0003AE	\$9,090.00	Each	\$7,441.45
3000 Seat LMS Skills Mgmt 6.5	LMSSKCCP653000	ILSS0003AF	\$9,775.00	Each	\$8,002.21
3500 Seat LMS Skills Mgmt 6.5	LMSSKCCP653500	ILSS0003AG	\$10,460.00	Each	\$8,562.98
4000 Seat LMS Skills Mgmt 6.5	LMSSKCCP654000	ILSS0003AH	\$11,145.00	Each	\$9,123.74
4500 Seat LMS Skills Mgmt 6.5	LMSSKCCP654500	ILSS0003AI	\$11,830.00	Each	\$9,684.52
5000 Seat LMS Skills Mgmt 6.5	LMSSKCCP655000	ILSS0003AJ	\$12,515.00	Each	\$10,245.28
5500 Seat LMS Skills Mgmt 6.5	LMSSKCCP655500	ILSS0003AK	\$12,975.00	Each	\$10,621.86
6000 Seat LMS Skills Mgmt 6.5	LMSSKCCP656000	ILSS0003AL	\$13,435.00	Each	\$10,998.43
6500 Seat LMS Skills Mgmt 6.5	LMSSKCCP656500	ILSS0003AM	\$13,895.00	Each	\$11,375.01
7000 Seat LMS Skills Mgmt 6.5	LMSSKCCP657000	ILSS0003AN	\$14,355.00	Each	\$11,751.58
7500 Seat LMS Skills Mgmt 6.5	LMSSKCCP657500	ILSS0003AO	\$14,815.00	Each	\$12,128.16
8000 Seat LMS Skills Mgmt 6.5	LMSSKCCP658000	ILSS0003AP	\$15,275.00	Each	\$12,504.73
8500 Seat LMS Skills Mgmt 6.5	LMSSKCCP658500	ILSS0003AQ	\$15,735.00	Each	\$12,881.30
9000 Seat LMS Skills Mgmt 6.5	LMSSKCCP659000	ILSS0003AR	\$16,195.00	Each	\$13,257.88
9500 Seat LMS Skills Mgmt 6.5	LMSSKCCP659500	ILSS0003AS	\$16,655.00	Each	\$13,634.45
10000 Seat LMS Skills Mgmt 6.5	LMSSKCCP6510000	ILSS0003AT	\$17,115.00	Each	\$14,011.03
<b>Pathlore Registrar LMS Products Maintenance &amp; Support</b>					
<b>Pathlore Registrar LMS Maintenance &amp; Support</b>		<b>ILSS0004</b>			
100 Seat LMS Registrar 6.5	LMSREGCCP65100	ILSS0004AA	\$856.00	Each	\$700.76
200 Seat LMS Registrar 6.5	LMSREGCCP65200	ILSS0004AB	\$1,712.00	Each	\$1,401.52
300 Seat LMS Registrar 6.5	LMSREGCCP65300	ILSS0004AC	\$2,568.00	Each	\$2,102.27
400 Seat LMS Registrar 6.5	LMSREGCCP65400	ILSS0004AD	\$3,424.00	Each	\$2,803.03
500 Seat LMS Registrar 6.5	LMSREGCCP65500	ILSS0004AE	\$4,280.00	Each	\$3,503.78
1000 Seat LMS Registrar 6.5	LMSREGCCP651000	ILSS0004AF	\$4,464.00	Each	\$3,654.41
1500 Seat LMS Registrar 6.5	LMSREGCCP651500	ILSS0004AG	\$4,648.00	Each	\$3,805.04
2000 Seat LMS Registrar 6.5	LMSREGCCP652000	ILSS0004AH	\$4,832.00	Each	\$3,955.67
2500 Seat LMS Registrar 6.5	LMSREGCCP652500	ILSS0004AI	\$5,016.00	Each	\$4,106.30
3000 Seat LMS Registrar 6.5	LMSREGCCP653000	ILSS0004AJ	\$5,200.00	Each	\$4,256.93
3500 Seat LMS Registrar 6.5	LMSREGCCP653500	ILSS0004AK	\$5,384.00	Each	\$4,407.56
4000 Seat LMS Registrar 6.5	LMSREGCCP654000	ILSS0004AL	\$5,568.00	Each	\$4,558.19
4500 Seat LMS Registrar 6.5	LMSREGCCP654500	ILSS0004AM	\$5,752.00	Each	\$4,708.82
5000 Seat LMS Registrar 6.5	LMSREGCCP655000	ILSS0004AN	\$5,936.00	Each	\$4,859.45
5500 Seat LMS Registrar 6.5	LMSREGCCP655500	ILSS0004AO	\$6,028.00	Each	\$4,934.77
6000 Seat LMS Registrar 6.5	LMSREGCCP656000	ILSS0004AP	\$6,120.00	Each	\$5,010.08
6500 Seat LMS Registrar 6.5	LMSREGCCP656500	ILSS0004AQ	\$6,212.00	Each	\$5,085.40
7000 Seat LMS Registrar 6.5	LMSREGCCP657000	ILSS0004AR	\$6,304.00	Each	\$5,160.71
7500 Seat LMS Registrar 6.5	LMSREGCCP657500	ILSS0004AS	\$6,396.00	Each	\$5,236.03
8000 Seat LMS Registrar 6.5	LMSREGCCP658000	ILSS0004AT	\$6,488.00	Each	\$5,311.34
8500 Seat LMS Registrar 6.5	LMSREGCCP658500	ILSS0004AT	\$6,580.00	Each	\$5,386.65
9000 Seat LMS Registrar 6.5	LMSREGCCP659000	ILSS0004AT	\$6,672.00	Each	\$5,461.97
9500 Seat LMS Registrar 6.5	LMSREGCCP659500	ILSS0004AT	\$6,764.00	Each	\$5,537.28

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
10000 Seat LMS Registrar 6.5	LMSREGCCP6510000	ILSS0004AT	\$6,856.00	Each	\$5,612.60
<b>Pathlore Registrar LMS Skills Management Maintenance &amp; Support</b>					
500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP65500	ILSS0005AA	\$6,350.00	Each	\$5,198.37
1000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP651000	ILSS0005AB	\$7,035.00	Each	\$5,759.14
1500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP651500	ILSS0005AC	\$7,720.00	Each	\$6,319.90
2000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP652000	ILSS0005AD	\$8,405.00	Each	\$6,880.67
2500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP652500	ILSS0005AE	\$9,090.00	Each	\$7,441.45
3000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP653000	ILSS0005AF	\$9,775.00	Each	\$8,002.21
3500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP653500	ILSS0005AG	\$10,460.00	Each	\$8,562.98
4000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP654000	ILSS0005AH	\$11,145.00	Each	\$9,123.74
4500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP654500	ILSS0005AI	\$11,830.00	Each	\$9,684.52
5000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP655000	ILSS0005AJ	\$12,515.00	Each	\$10,245.28
5500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP655500	ILSS0005AK	\$12,975.00	Each	\$10,621.86
6000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP656000	ILSS0005AL	\$13,435.00	Each	\$10,998.43
6500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP656500	ILSS0005AM	\$13,895.00	Each	\$11,375.01
7000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP657000	ILSS0005AN	\$14,355.00	Each	\$11,751.58
7500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP657500	ILSS0005AO	\$14,815.00	Each	\$12,128.16
8000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP658000	ILSS0005AP	\$15,275.00	Each	\$12,504.73
8500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP658500	ILSS0005AQ	\$15,735.00	Each	\$12,881.30
9000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP659000	ILSS0005AR	\$16,195.00	Each	\$13,257.88
9500 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP659500	ILSS0005AS	\$16,655.00	Each	\$13,634.45
10000 Seat LMS Registrar Skills Mgmt 6.5	LMSSKREGCCP6510000	ILSS0005AT	\$17,115.00	Each	\$14,011.03
<b>Pathlore Phoenix or Preference Products Maintenance &amp; Support</b>					
LMS Registrar Compliance Kit 6.5	LMSREGCKCCP65	ILSS0006AB	\$1,050.00	Each	\$859.58
LMS Classroom Compliance Kit 6.5	LMSCECKCCP65	ILSS0006AC	\$2,100.00	Each	\$1,719.15
LMS Enterprise Compliance Kit 6.5	LMSCCKCCP65	ILSS0006AA	\$3,150.00	Each	\$2,578.73
0-5000 Seat SDK (XLMS) Kit 6.5	LMSSDK65 0-5000	ILMSP0007AA	\$1,000.00	Each	\$818.64
5001-10000 Seat SDK (XLMS) Kit 6.5	LMSSDK65 5001-10000	ILMSP0007AB	\$2,000.00	Each	\$1,637.28
500 Seat Virtual Classroom Connector 1.0	VCCCCP10500	ILSS0009AA	\$600.00	Each	\$491.19
1000 Seat Virtual Classroom Connector 1.0	VCCCCP101000	ILSS0009AB	\$670.00	Each	\$548.50
1500 Seat Virtual Classroom Connector 1.0	VCCCCP101500	ILSS0009AC	\$740.00	Each	\$605.80
2000 Seat Virtual Classroom Connector 1.0	VCCCCP102000	ILSS0009AD	\$810.00	Each	\$663.11
2500 Seat Virtual Classroom Connector 1.0	VCCCCP102500	ILSS0009AE	\$880.00	Each	\$720.41
3000 Seat Virtual Classroom Connector 1.0	VCCCCP103000	ILSS0009AF	\$950.00	Each	\$777.72
3500 Seat Virtual Classroom Connector 1.0	VCCCCP103500	ILSS0009AG	\$1,020.00	Each	\$835.02
4000 Seat Virtual Classroom Connector 1.0	VCCCCP104000	ILSS0009AH	\$1,090.00	Each	\$892.33
4500 Seat Virtual Classroom Connector 1.0	VCCCCP104500	ILSS0009AI	\$1,160.00	Each	\$949.63
5000 Seat Virtual Classroom Connector 1.0	VCCCCP105000	ILSS0009AJ	\$1,200.00	Each	\$982.37
5500 Seat Virtual Classroom Connector 1.0	VCCCCP105500	ILSS0009AK	\$1,245.00	Each	\$1,019.21
6000 Seat Virtual Classroom Connector 1.0	VCCCCP106000	ILSS0009AL	\$1,290.00	Each	\$1,056.06
6500 Seat Virtual Classroom Connector 1.0	VCCCCP106500	ILSS0009AM	\$1,335.00	Each	\$1,092.89
7000 Seat Virtual Classroom Connector 1.0	VCCCCP107000	ILSS0009AN	\$1,380.00	Each	\$1,129.73
7500 Seat Virtual Classroom Connector 1.0	VCCCCP107500	ILSS0009AO	\$1,425.00	Each	\$1,166.56

Software Maintenance & Support Description	SumTotal CLIN	ISSI GSA CLIN	Mfr. List Price	Unit	GSA (MAS) Price with IFF
8000 Seat Virtual Classroom Connector 1.0	VCCCCP108000	ILSS0009AP	\$1,470.00	Each	\$1,203.41
8500 Seat Virtual Classroom Connector 1.0	VCCCCP108500	ILSS0009AQ	\$1,515.00	Each	\$1,240.25
9000 Seat Virtual Classroom Connector 1.0	VCCCCP109000	ILSS0009AR	\$1,560.00	Each	\$1,277.08
9500 Seat Virtual Classroom Connector 1.0	VCCCCP109500	ILSS0009AS	\$1,605.00	Each	\$1,313.92
10000 Seat Virtual Classroom Connector 1.0	VCCCCP1010000	ILSS0009AT	\$1,650.00	Each	\$1,350.77
LMS Phone Self Service 6.5	LMSPSSCCP65	ILSS0010AA	\$6,600.00	Each	\$5,403.03
<b>Pathlore Metric Analyzer Maintenance</b>		<b>IMAS0001</b>			
500 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP10500	IMAS0001AA	\$2,540.00	Each	\$2,079.35
1000 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP101000	IMAS0001AB	\$2,814.00	Each	\$2,303.66
1500 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP101500	IMAS0001AC	\$3,088.00	Each	\$2,527.96
2000 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP102000	IMAS0001AD	\$3,362.00	Each	\$2,752.28
2500 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP102500	IMAS0001AE	\$3,636.00	Each	\$2,976.58
3000 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP103000	IMAS0001AF	\$3,910.00	Each	\$3,200.89
3500 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP103500	IMAS0001AG	\$4,184.00	Each	\$3,425.19
4000 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP104000	IMAS0001AH	\$4,458.00	Each	\$3,649.51
4500 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP104500	IMAS0001AI	\$4,732.00	Each	\$3,873.81
5000 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP105000	IMAS0001AJ	\$5,006.00	Each	\$4,098.12
5500 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP105500	IMAS0001AK	\$5,190.00	Each	\$4,248.75
6000 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP106000	IMAS0001AL	\$5,374.00	Each	\$4,399.38
6500 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP106500	IMAS0001AM	\$5,558.00	Each	\$4,550.01
7000 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP107000	IMAS0001AN	\$5,742.00	Each	\$4,700.64
7500 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP107500	IMAS0001AO	\$5,926.00	Each	\$4,851.27
8000 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP108000	IMAS0001AP	\$6,110.00	Each	\$5,001.90
8500 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP108500	IMAS0001AQ	\$6,294.00	Each	\$5,152.53
9000 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP109000	IMAS0001AR	\$6,478.00	Each	\$5,303.16
9500 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP109500	IMAS0001AS	\$6,662.00	Each	\$5,453.79
10000 SEAT METRIC ANALYZER MAINTENANCE 1.0	MACCP1010000	IMAS0001AT	\$6,846.00	Each	\$5,604.42
<b>Pathlore Other Licensed Product Maintenance</b>					
0-5000 SEAT SDK (XLMS) KIT MAINTENANCE 6.5	LMSSDKCCP65 0-5000	ILMSS0007AA	\$6,478.00	Each	\$5,303.16

Software Maintenance & Support Description	SumTotal CLIN	ISSI GSA CLIN	Mfr. List Price	Unit	GSA (MAS) Price with IFF
5001-10000 SEAT SDK (XLMS) KIT MAINTENANCE 6.5	LMSSDKCCP65 5001-10000	ILMSS0007AB	\$6,662.00	Each	\$5,453.79
PHOENIX CONNECTOR MAINTENANCE 1.0	PCCCP10	ILMSS0008AA	\$6,846.00	Each	\$5,604.42
<b>Pathlore Phoenix or Preference Maintenance</b>		<b>IPP0002</b>			
Phoenix or Preference quarterly maintenance fee for 50 MIPS	PHO-PREF 7.8 MNT 50MIPS	ILSS0004AT-50	\$9,325.20	Qtr	\$7,633.99
Phoenix or Preference quarterly maintenance fee for 51 MIPS	PHO-PREF 7.8 MNT 51MIPS	ILSS0004AT-51	\$9,432.20	Qtr	\$7,721.58
Phoenix or Preference quarterly maintenance fee for 52 MIPS	PHO-PREF 7.8 MNT 52MIPS	ILSS0004AT-52	\$9,536.20	Qtr	\$7,806.72
Phoenix or Preference quarterly maintenance fee for 53 MIPS	PHO-PREF 7.8 MNT 53MIPS	ILSS0004AT-53	\$9,657.60	Qtr	\$7,906.10
Phoenix or Preference quarterly maintenance fee for 54 MIPS	PHO-PREF 7.8 MNT 54MIPS	ILSS0004AT-54	\$9,755.60	Qtr	\$7,986.33
Phoenix or Preference quarterly maintenance fee for 55 MIPS	PHO-PREF 7.8 MNT 55MIPS	ILSS0004AT-55	\$9,871.80	Qtr	\$8,081.46
Phoenix or Preference quarterly maintenance fee for 56 MIPS	PHO-PREF 7.8 MNT 56MIPS	ILSS0004AT-56	\$9,964.00	Qtr	\$8,156.93
Phoenix or Preference quarterly maintenance fee for 57 MIPS	PHO-PREF 7.8 MNT 57MIPS	ILSS0004AT-57	\$10,064.20	Qtr	\$8,238.96
Phoenix or Preference quarterly maintenance fee for 58 MIPS	PHO-PREF 7.8 MNT 58MIPS	ILSS0004AT-58	\$10,173.00	Qtr	\$8,328.03
Phoenix or Preference quarterly maintenance fee for 59 MIPS	PHO-PREF 7.8 MNT 59MIPS	ILSS0004AT-59	\$10,256.40	Qtr	\$8,396.31
Phoenix or Preference quarterly maintenance fee for 60 MIPS	PHO-PREF 7.8 MNT 60MIPS	ILSS0004AT-60	\$10,348.40	Qtr	\$8,471.62
Phoenix or Preference quarterly maintenance fee for 61 MIPS	PHO-PREF 7.8 MNT 61MIPS	ILSS0004AT-61	\$10,449.60	Qtr	\$8,554.46
Phoenix or Preference quarterly maintenance fee for 62 MIPS	PHO-PREF 7.8 MNT 62MIPS	ILSS0004AT-62	\$10,536.20	Qtr	\$8,625.36
Phoenix or Preference quarterly maintenance fee for 63 MIPS	PHO-PREF 7.8 MNT 63MIPS	ILSS0004AT-63	\$10,620.20	Qtr	\$8,694.12
Phoenix or Preference quarterly maintenance fee for 64 MIPS	PHO-PREF 7.8 MNT 64MIPS	ILSS0004AT-64	\$10,714.00	Qtr	\$8,770.92
Phoenix or Preference quarterly maintenance fee for 65 MIPS	PHO-PREF 7.8 MNT 65MIPS	ILSS0004AT-65	\$10,792.80	Qtr	\$8,835.42
Phoenix or Preference quarterly maintenance fee for 66 MIPS	PHO-PREF 7.8 MNT 66MIPS	ILSS0004AT-66	\$10,881.60	Qtr	\$8,908.12
Phoenix or Preference quarterly maintenance fee for 67 MIPS	PHO-PREF 7.8 MNT 67MIPS	ILSS0004AT-67	\$10,955.00	Qtr	\$8,968.21
Phoenix or Preference quarterly maintenance fee for 68 MIPS	PHO-PREF 7.8 MNT 68MIPS	ILSS0004AT-68	\$11,065.60	Qtr	\$9,058.75
Phoenix or Preference quarterly maintenance fee for 69 MIPS	PHO-PREF 7.8 MNT 69MIPS	ILSS0004AT-69	\$11,161.00	Qtr	\$9,136.84
Phoenix or Preference quarterly maintenance fee for 70 MIPS	PHO-PREF 7.8 MNT 70MIPS	ILSS0004AT-70	\$11,268.20	Qtr	\$9,224.60

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 71 MIPS	PHO-PREF 7.8 MNT 71MIPS	ILSS0004AT-71	\$11,360.00	Qtr	\$9,299.75
Phoenix or Preference quarterly maintenance fee for 72 MIPS	PHO-PREF 7.8 MNT 72MIPS	ILSS0004AT-72	\$11,463.80	Qtr	\$9,384.73
Phoenix or Preference quarterly maintenance fee for 73 MIPS	PHO-PREF 7.8 MNT 73MIPS	ILSS0004AT-73	\$11,580.40	Qtr	\$9,480.19
Phoenix or Preference quarterly maintenance fee for 74 MIPS	PHO-PREF 7.8 MNT 74MIPS	ILSS0004AT-74	\$11,667.00	Qtr	\$9,551.08
Phoenix or Preference quarterly maintenance fee for 75 MIPS	PHO-PREF 7.8 MNT 75MIPS	ILSS0004AT-75	\$11,766.20	Qtr	\$9,632.29
Phoenix or Preference quarterly maintenance fee for 76 MIPS	PHO-PREF 7.8 MNT 76MIPS	ILSS0004AT-76	\$11,849.00	Qtr	\$9,700.07
Phoenix or Preference quarterly maintenance fee for 77 MIPS	PHO-PREF 7.8 MNT 77MIPS	ILSS0004AT-77	\$11,944.80	Qtr	\$9,778.49
Phoenix or Preference quarterly maintenance fee for 78 MIPS	PHO-PREF 7.8 MNT 78MIPS	ILSS0004AT-78	\$12,054.40	Qtr	\$9,868.22
Phoenix or Preference quarterly maintenance fee for 79 MIPS	PHO-PREF 7.8 MNT 79MIPS	ILSS0004AT-79	\$12,132.00	Qtr	\$9,931.74
Phoenix or Preference quarterly maintenance fee for 80 MIPS	PHO-PREF 7.8 MNT 80MIPS	ILSS0004AT-80	\$12,223.20	Qtr	\$10,006.40
Phoenix or Preference quarterly maintenance fee for 81 MIPS	PHO-PREF 7.8 MNT 81MIPS	ILSS0004AT-81	\$12,312.80	Qtr	\$10,079.75
Phoenix or Preference quarterly maintenance fee for 82 MIPS	PHO-PREF 7.8 MNT 82MIPS	ILSS0004AT-82	\$12,400.80	Qtr	\$10,151.79
Phoenix or Preference quarterly maintenance fee for 83 MIPS	PHO-PREF 7.8 MNT 83MIPS	ILSS0004AT-83	\$12,487.40	Qtr	\$10,222.69
Phoenix or Preference quarterly maintenance fee for 84 MIPS	PHO-PREF 7.8 MNT 84MIPS	ILSS0004AT-84	\$12,572.40	Qtr	\$10,292.28
Phoenix or Preference quarterly maintenance fee for 85 MIPS	PHO-PREF 7.8 MNT 85MIPS	ILSS0004AT-85	\$12,655.80	Qtr	\$10,360.55
Phoenix or Preference quarterly maintenance fee for 86 MIPS	PHO-PREF 7.8 MNT 86MIPS	ILSS0004AT-86	\$12,754.40	Qtr	\$10,441.26
Phoenix or Preference quarterly maintenance fee for 87 MIPS	PHO-PREF 7.8 MNT 87MIPS	ILSS0004AT-87	\$12,818.00	Qtr	\$10,493.33
Phoenix or Preference quarterly maintenance fee for 88 MIPS	PHO-PREF 7.8 MNT 88MIPS	ILSS0004AT-88	\$12,913.80	Qtr	\$10,571.75
Phoenix or Preference quarterly maintenance fee for 89 MIPS	PHO-PREF 7.8 MNT 89MIPS	ILSS0004AT-89	\$12,991.20	Qtr	\$10,635.12
Phoenix or Preference quarterly maintenance fee for 90 MIPS	PHO-PREF 7.8 MNT 90MIPS	ILSS0004AT-90	\$13,067.00	Qtr	\$10,697.17
Phoenix or Preference quarterly maintenance fee for 91 MIPS	PHO-PREF 7.8 MNT 91MIPS	ILSS0004AT-91	\$13,141.20	Qtr	\$10,757.92
Phoenix or Preference quarterly maintenance fee for 92 MIPS	PHO-PREF 7.8 MNT 92MIPS	ILSS0004AT-92	\$13,231.80	Qtr	\$10,832.09
Phoenix or Preference quarterly maintenance fee for 93 MIPS	PHO-PREF 7.8 MNT 93MIPS	ILSS0004AT-93	\$13,285.00	Qtr	\$10,875.63
Phoenix or Preference quarterly maintenance fee for 94 MIPS	PHO-PREF 7.8 MNT 94MIPS	ILSS0004AT-94	\$13,373.00	Qtr	\$10,947.67

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 95 MIPS	PHO-PREF 7.8 MNT 95MIPS	ILSS0004AT-95	\$13,441.20	Qtr	\$11,003.51
Phoenix or Preference quarterly maintenance fee for 96 MIPS	PHO-PREF 7.8 MNT 96MIPS	ILSS0004AT-96	\$13,545.20	Qtr	\$11,088.65
Phoenix or Preference quarterly maintenance fee for 97 MIPS	PHO-PREF 7.8 MNT 97MIPS	ILSS0004AT-97	\$13,629.60	Qtr	\$11,157.74
Phoenix or Preference quarterly maintenance fee for 98 MIPS	PHO-PREF 7.8 MNT 98MIPS	ILSS0004AT-98	\$13,712.80	Qtr	\$11,225.85
Phoenix or Preference quarterly maintenance fee for 99 MIPS	PHO-PREF 7.8 MNT 99MIPS	ILSS0004AT-99	\$13,794.80	Qtr	\$11,292.98
Phoenix or Preference quarterly maintenance fee for 100 MIPS	PHO-PREF 7.8 MNT 100MIPS	ILSS0004AT-100	\$13,875.80	Qtr	\$11,359.29
Phoenix or Preference quarterly maintenance fee for 101 MIPS	PHO-PREF 7.8 MNT 101MIPS	ILSS0004AT-101	\$13,975.20	Qtr	\$11,440.66
Phoenix or Preference quarterly maintenance fee for 102 MIPS	PHO-PREF 7.8 MNT 102MIPS	ILSS0004AT-102	\$14,053.80	Qtr	\$11,505.00
Phoenix or Preference quarterly maintenance fee for 103 MIPS	PHO-PREF 7.8 MNT 103MIPS	ILSS0004AT-103	\$14,131.40	Qtr	\$11,568.53
Phoenix or Preference quarterly maintenance fee for 104 MIPS	PHO-PREF 7.8 MNT 104MIPS	ILSS0004AT-104	\$14,207.80	Qtr	\$11,631.08
Phoenix or Preference quarterly maintenance fee for 105 MIPS	PHO-PREF 7.8 MNT 105MIPS	ILSS0004AT-105	\$14,283.00	Qtr	\$11,692.64
Phoenix or Preference quarterly maintenance fee for 106 MIPS	PHO-PREF 7.8 MNT 106MIPS	ILSS0004AT-106	\$14,377.80	Qtr	\$11,770.24
Phoenix or Preference quarterly maintenance fee for 107 MIPS	PHO-PREF 7.8 MNT 107MIPS	ILSS0004AT-107	\$14,430.00	Qtr	\$11,812.98
Phoenix or Preference quarterly maintenance fee for 108 MIPS	PHO-PREF 7.8 MNT 108MIPS	ILSS0004AT-108	\$14,522.80	Qtr	\$11,888.95
Phoenix or Preference quarterly maintenance fee for 109 MIPS	PHO-PREF 7.8 MNT 109MIPS	ILSS0004AT-109	\$14,593.60	Qtr	\$11,946.91
Phoenix or Preference quarterly maintenance fee for 110 MIPS	PHO-PREF 7.8 MNT 110MIPS	ILSS0004AT-110	\$14,684.60	Qtr	\$12,021.41
Phoenix or Preference quarterly maintenance fee for 111 MIPS	PHO-PREF 7.8 MNT 111MIPS	ILSS0004AT-111	\$14,731.40	Qtr	\$12,059.71
Phoenix or Preference quarterly maintenance fee for 112 MIPS	PHO-PREF 7.8 MNT 112MIPS	ILSS0004AT-112	\$14,820.60	Qtr	\$12,132.74
Phoenix or Preference quarterly maintenance fee for 113 MIPS	PHO-PREF 7.8 MNT 113MIPS	ILSS0004AT-113	\$14,908.80	Qtr	\$12,204.94
Phoenix or Preference quarterly maintenance fee for 114 MIPS	PHO-PREF 7.8 MNT 114MIPS	ILSS0004AT-114	\$14,974.20	Qtr	\$12,258.48
Phoenix or Preference quarterly maintenance fee for 115 MIPS	PHO-PREF 7.8 MNT 115MIPS	ILSS0004AT-115	\$15,038.20	Qtr	\$12,310.88
Phoenix or Preference quarterly maintenance fee for 116 MIPS	PHO-PREF 7.8 MNT 116MIPS	ILSS0004AT-116	\$15,101.20	Qtr	\$12,362.45
Phoenix or Preference quarterly maintenance fee for 117 MIPS	PHO-PREF 7.8 MNT 117MIPS	ILSS0004AT-117	\$15,185.80	Qtr	\$12,431.70
Phoenix or Preference quarterly maintenance fee for 118 MIPS	PHO-PREF 7.8 MNT 118MIPS	ILSS0004AT-118	\$15,246.60	Qtr	\$12,481.48



<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 119 MIPS	PHO-PREF 7.8 MNT 119MIPS	ILSS0004AT-119	\$15,306.20	Qtr	\$12,530.27
Phoenix or Preference quarterly maintenance fee for 120 MIPS	PHO-PREF 7.8 MNT 120MIPS	ILSS0004AT-120	\$15,388.00	Qtr	\$12,597.23
Phoenix or Preference quarterly maintenance fee for 121 MIPS	PHO-PREF 7.8 MNT 121MIPS	ILSS0004AT-121	\$15,445.60	Qtr	\$12,644.39
Phoenix or Preference quarterly maintenance fee for 122 MIPS	PHO-PREF 7.8 MNT 122MIPS	ILSS0004AT-122	\$15,525.60	Qtr	\$12,709.88
Phoenix or Preference quarterly maintenance fee for 123 MIPS	PHO-PREF 7.8 MNT 123MIPS	ILSS0004AT-123	\$15,581.00	Qtr	\$12,755.23
Phoenix or Preference quarterly maintenance fee for 124 MIPS	PHO-PREF 7.8 MNT 124MIPS	ILSS0004AT-124	\$15,635.20	Qtr	\$12,799.60
Phoenix or Preference quarterly maintenance fee for 125 MIPS	PHO-PREF 7.8 MNT 125MIPS	ILSS0004AT-125	\$15,712.60	Qtr	\$12,862.97
Phoenix or Preference quarterly maintenance fee for 126 MIPS	PHO-PREF 7.8 MNT 126MIPS	ILSS0004AT-126	\$15,789.20	Qtr	\$12,925.68
Phoenix or Preference quarterly maintenance fee for 127 MIPS	PHO-PREF 7.8 MNT 127MIPS	ILSS0004AT-127	\$15,815.40	Qtr	\$12,947.12
Phoenix or Preference quarterly maintenance fee for 128 MIPS	PHO-PREF 7.8 MNT 128MIPS	ILSS0004AT-128	\$15,890.00	Qtr	\$13,008.20
Phoenix or Preference quarterly maintenance fee for 129 MIPS	PHO-PREF 7.8 MNT 129MIPS	ILSS0004AT-129	\$15,964.00	Qtr	\$13,068.77
Phoenix or Preference quarterly maintenance fee for 130 MIPS	PHO-PREF 7.8 MNT 130MIPS	ILSS0004AT-130	\$16,037.00	Qtr	\$13,128.53
Phoenix or Preference quarterly maintenance fee for 131 MIPS	PHO-PREF 7.8 MNT 131MIPS	ILSS0004AT-131	\$16,109.40	Qtr	\$13,187.80
Phoenix or Preference quarterly maintenance fee for 132 MIPS	PHO-PREF 7.8 MNT 132MIPS	ILSS0004AT-132	\$16,180.80	Qtr	\$13,246.25
Phoenix or Preference quarterly maintenance fee for 133 MIPS	PHO-PREF 7.8 MNT 133MIPS	ILSS0004AT-133	\$16,251.60	Qtr	\$13,304.22
Phoenix or Preference quarterly maintenance fee for 134 MIPS	PHO-PREF 7.8 MNT 134MIPS	ILSS0004AT-134	\$16,321.60	Qtr	\$13,361.52
Phoenix or Preference quarterly maintenance fee for 135 MIPS	PHO-PREF 7.8 MNT 135MIPS	ILSS0004AT-135	\$16,417.00	Qtr	\$13,439.61
Phoenix or Preference quarterly maintenance fee for 136 MIPS	PHO-PREF 7.8 MNT 136MIPS	ILSS0004AT-136	\$16,485.60	Qtr	\$13,495.77
Phoenix or Preference quarterly maintenance fee for 137 MIPS	PHO-PREF 7.8 MNT 137MIPS	ILSS0004AT-137	\$16,553.40	Qtr	\$13,551.28
Phoenix or Preference quarterly maintenance fee for 138 MIPS	PHO-PREF 7.8 MNT 138MIPS	ILSS0004AT-138	\$16,620.40	Qtr	\$13,606.13
Phoenix or Preference quarterly maintenance fee for 139 MIPS	PHO-PREF 7.8 MNT 139MIPS	ILSS0004AT-139	\$16,686.80	Qtr	\$13,660.49
Phoenix or Preference quarterly maintenance fee for 140 MIPS	PHO-PREF 7.8 MNT 140MIPS	ILSS0004AT-140	\$16,752.20	Qtr	\$13,714.02
Phoenix or Preference quarterly maintenance fee for 141 MIPS	PHO-PREF 7.8 MNT 141MIPS	ILSS0004AT-141	\$16,844.40	Qtr	\$13,789.51
Phoenix or Preference quarterly maintenance fee for 142 MIPS	PHO-PREF 7.8 MNT 142MIPS	ILSS0004AT-142	\$16,908.60	Qtr	\$13,842.06

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 143 MIPS	PHO-PREF 7.8 MNT 143MIPS	ILSS0004AT-143	\$16,971.80	Qtr	\$13,893.80
Phoenix or Preference quarterly maintenance fee for 144 MIPS	PHO-PREF 7.8 MNT 144MIPS	ILSS0004AT-144	\$17,034.40	Qtr	\$13,945.04
Phoenix or Preference quarterly maintenance fee for 145 MIPS	PHO-PREF 7.8 MNT 145MIPS	ILSS0004AT-145	\$17,096.20	Qtr	\$13,995.63
Phoenix or Preference quarterly maintenance fee for 146 MIPS	PHO-PREF 7.8 MNT 146MIPS	ILSS0004AT-146	\$17,157.20	Qtr	\$14,045.58
Phoenix or Preference quarterly maintenance fee for 147 MIPS	PHO-PREF 7.8 MNT 147MIPS	ILSS0004AT-147	\$17,246.00	Qtr	\$14,118.27
Phoenix or Preference quarterly maintenance fee for 148 MIPS	PHO-PREF 7.8 MNT 148MIPS	ILSS0004AT-148	\$17,305.60	Qtr	\$14,167.06
Phoenix or Preference quarterly maintenance fee for 149 MIPS	PHO-PREF 7.8 MNT 149MIPS	ILSS0004AT-149	\$17,393.60	Qtr	\$14,239.10
Phoenix or Preference quarterly maintenance fee for 150 MIPS	PHO-PREF 7.8 MNT 150MIPS	ILSS0004AT-150	\$17,422.60	Qtr	\$14,262.84
Phoenix or Preference quarterly maintenance fee for 151 MIPS	PHO-PREF 7.8 MNT 151MIPS	ILSS0004AT-151	\$17,480.00	Qtr	\$14,309.83
Phoenix or Preference quarterly maintenance fee for 152 MIPS	PHO-PREF 7.8 MNT 152MIPS	ILSS0004AT-152	\$17,566.00	Qtr	\$14,380.24
Phoenix or Preference quarterly maintenance fee for 153 MIPS	PHO-PREF 7.8 MNT 153MIPS	ILSS0004AT-153	\$17,622.00	Qtr	\$14,426.08
Phoenix or Preference quarterly maintenance fee for 154 MIPS	PHO-PREF 7.8 MNT 154MIPS	ILSS0004AT-154	\$17,707.20	Qtr	\$14,495.82
Phoenix or Preference quarterly maintenance fee for 155 MIPS	PHO-PREF 7.8 MNT 155MIPS	ILSS0004AT-155	\$17,761.80	Qtr	\$14,540.52
Phoenix or Preference quarterly maintenance fee for 156 MIPS	PHO-PREF 7.8 MNT 156MIPS	ILSS0004AT-156	\$17,785.20	Qtr	\$14,559.68
Phoenix or Preference quarterly maintenance fee for 157 MIPS	PHO-PREF 7.8 MNT 157MIPS	ILSS0004AT-157	\$17,868.60	Qtr	\$14,627.95
Phoenix or Preference quarterly maintenance fee for 158 MIPS	PHO-PREF 7.8 MNT 158MIPS	ILSS0004AT-158	\$17,920.80	Qtr	\$14,670.69
Phoenix or Preference quarterly maintenance fee for 159 MIPS	PHO-PREF 7.8 MNT 159MIPS	ILSS0004AT-159	\$18,003.20	Qtr	\$14,738.14
Phoenix or Preference quarterly maintenance fee for 160 MIPS	PHO-PREF 7.8 MNT 160MIPS	ILSS0004AT-160	\$18,054.00	Qtr	\$14,779.73
Phoenix or Preference quarterly maintenance fee for 161 MIPS	PHO-PREF 7.8 MNT 161MIPS	ILSS0004AT-161	\$18,135.40	Qtr	\$14,846.36
Phoenix or Preference quarterly maintenance fee for 162 MIPS	PHO-PREF 7.8 MNT 162MIPS	ILSS0004AT-162	\$18,153.40	Qtr	\$14,861.10
Phoenix or Preference quarterly maintenance fee for 163 MIPS	PHO-PREF 7.8 MNT 163MIPS	ILSS0004AT-163	\$18,233.80	Qtr	\$14,926.92
Phoenix or Preference quarterly maintenance fee for 164 MIPS	PHO-PREF 7.8 MNT 164MIPS	ILSS0004AT-164	\$18,281.60	Qtr	\$14,966.05
Phoenix or Preference quarterly maintenance fee for 165 MIPS	PHO-PREF 7.8 MNT 165MIPS	ILSS0004AT-165	\$18,328.80	Qtr	\$15,004.69
Phoenix or Preference quarterly maintenance fee for 166 MIPS	PHO-PREF 7.8 MNT 166MIPS	ILSS0004AT-166	\$18,407.60	Qtr	\$15,069.20

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 167 MIPS	PHO-PREF 7.8 MNT 167MIPS	ILSS0004AT-167	\$18,453.40	Qtr	\$15,106.70
Phoenix or Preference quarterly maintenance fee for 168 MIPS	PHO-PREF 7.8 MNT 168MIPS	ILSS0004AT-168	\$18,531.20	Qtr	\$15,170.38
Phoenix or Preference quarterly maintenance fee for 169 MIPS	PHO-PREF 7.8 MNT 169MIPS	ILSS0004AT-169	\$18,542.60	Qtr	\$15,179.71
Phoenix or Preference quarterly maintenance fee for 170 MIPS	PHO-PREF 7.8 MNT 170MIPS	ILSS0004AT-170	\$18,619.20	Qtr	\$15,242.42
Phoenix or Preference quarterly maintenance fee for 171 MIPS	PHO-PREF 7.8 MNT 171MIPS	ILSS0004AT-171	\$18,662.00	Qtr	\$15,277.47
Phoenix or Preference quarterly maintenance fee for 172 MIPS	PHO-PREF 7.8 MNT 172MIPS	ILSS0004AT-172	\$18,737.60	Qtr	\$15,339.35
Phoenix or Preference quarterly maintenance fee for 173 MIPS	PHO-PREF 7.8 MNT 173MIPS	ILSS0004AT-173	\$18,779.20	Qtr	\$15,373.41
Phoenix or Preference quarterly maintenance fee for 174 MIPS	PHO-PREF 7.8 MNT 174MIPS	ILSS0004AT-174	\$18,853.80	Qtr	\$15,434.47
Phoenix or Preference quarterly maintenance fee for 175 MIPS	PHO-PREF 7.8 MNT 175MIPS	ILSS0004AT-175	\$18,859.80	Qtr	\$15,439.39
Phoenix or Preference quarterly maintenance fee for 176 MIPS	PHO-PREF 7.8 MNT 176MIPS	ILSS0004AT-176	\$18,933.40	Qtr	\$15,499.64
Phoenix or Preference quarterly maintenance fee for 177 MIPS	PHO-PREF 7.8 MNT 177MIPS	ILSS0004AT-177	\$19,006.40	Qtr	\$15,559.40
Phoenix or Preference quarterly maintenance fee for 178 MIPS	PHO-PREF 7.8 MNT 178MIPS	ILSS0004AT-178	\$19,079.20	Qtr	\$15,619.00
Phoenix or Preference quarterly maintenance fee for 179 MIPS	PHO-PREF 7.8 MNT 179MIPS	ILSS0004AT-179	\$19,116.60	Qtr	\$15,649.62
Phoenix or Preference quarterly maintenance fee for 180 MIPS	PHO-PREF 7.8 MNT 180MIPS	ILSS0004AT-180	\$19,188.20	Qtr	\$15,708.23
Phoenix or Preference quarterly maintenance fee for 181 MIPS	PHO-PREF 7.8 MNT 181MIPS	ILSS0004AT-181	\$19,259.60	Qtr	\$15,766.69
Phoenix or Preference quarterly maintenance fee for 182 MIPS	PHO-PREF 7.8 MNT 182MIPS	ILSS0004AT-182	\$19,330.60	Qtr	\$15,824.80
Phoenix or Preference quarterly maintenance fee for 183 MIPS	PHO-PREF 7.8 MNT 183MIPS	ILSS0004AT-183	\$19,365.40	Qtr	\$15,853.29
Phoenix or Preference quarterly maintenance fee for 184 MIPS	PHO-PREF 7.8 MNT 184MIPS	ILSS0004AT-184	\$19,435.40	Qtr	\$15,910.59
Phoenix or Preference quarterly maintenance fee for 185 MIPS	PHO-PREF 7.8 MNT 185MIPS	ILSS0004AT-185	\$19,505.00	Qtr	\$15,967.57
Phoenix or Preference quarterly maintenance fee for 186 MIPS	PHO-PREF 7.8 MNT 186MIPS	ILSS0004AT-186	\$19,574.20	Qtr	\$16,024.23
Phoenix or Preference quarterly maintenance fee for 187 MIPS	PHO-PREF 7.8 MNT 187MIPS	ILSS0004AT-187	\$19,606.40	Qtr	\$16,050.58
Phoenix or Preference quarterly maintenance fee for 188 MIPS	PHO-PREF 7.8 MNT 188MIPS	ILSS0004AT-188	\$19,674.60	Qtr	\$16,106.41
Phoenix or Preference quarterly maintenance fee for 189 MIPS	PHO-PREF 7.8 MNT 189MIPS	ILSS0004AT-189	\$19,742.60	Qtr	\$16,162.08
Phoenix or Preference quarterly maintenance fee for 190 MIPS	PHO-PREF 7.8 MNT 190MIPS	ILSS0004AT-190	\$19,810.00	Qtr	\$16,217.26

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 191 MIPS	PHO-PREF 7.8 MNT 191MIPS	ILSS0004AT-191	\$19,877.00	Qtr	\$16,272.11
Phoenix or Preference quarterly maintenance fee for 192 MIPS	PHO-PREF 7.8 MNT 192MIPS	ILSS0004AT-192	\$19,906.20	Qtr	\$16,296.02
Phoenix or Preference quarterly maintenance fee for 193 MIPS	PHO-PREF 7.8 MNT 193MIPS	ILSS0004AT-193	\$19,972.20	Qtr	\$16,350.04
Phoenix or Preference quarterly maintenance fee for 194 MIPS	PHO-PREF 7.8 MNT 194MIPS	ILSS0004AT-194	\$20,038.00	Qtr	\$16,403.91
Phoenix or Preference quarterly maintenance fee for 195 MIPS	PHO-PREF 7.8 MNT 195MIPS	ILSS0004AT-195	\$20,103.20	Qtr	\$16,457.28
Phoenix or Preference quarterly maintenance fee for 196 MIPS	PHO-PREF 7.8 MNT 196MIPS	ILSS0004AT-196	\$20,168.20	Qtr	\$16,510.49
Phoenix or Preference quarterly maintenance fee for 197 MIPS	PHO-PREF 7.8 MNT 197MIPS	ILSS0004AT-197	\$20,194.20	Qtr	\$16,531.78
Phoenix or Preference quarterly maintenance fee for 198 MIPS	PHO-PREF 7.8 MNT 198MIPS	ILSS0004AT-198	\$20,258.20	Qtr	\$16,584.18
Phoenix or Preference quarterly maintenance fee for 199 MIPS	PHO-PREF 7.8 MNT 199MIPS	ILSS0004AT-199	\$20,321.60	Qtr	\$16,636.08
Phoenix or Preference quarterly maintenance fee for 200 MIPS	PHO-PREF 7.8 MNT 200MIPS	ILSS0004AT-200	\$20,384.80	Qtr	\$16,687.81
Phoenix or Preference quarterly maintenance fee for 201 MIPS	PHO-PREF 7.8 MNT 201MIPS	ILSS0004AT-201	\$20,408.40	Qtr	\$16,707.14
Phoenix or Preference quarterly maintenance fee for 202 MIPS	PHO-PREF 7.8 MNT 202MIPS	ILSS0004AT-202	\$20,470.60	Qtr	\$16,758.05
Phoenix or Preference quarterly maintenance fee for 203 MIPS	PHO-PREF 7.8 MNT 203MIPS	ILSS0004AT-203	\$20,532.40	Qtr	\$16,808.65
Phoenix or Preference quarterly maintenance fee for 204 MIPS	PHO-PREF 7.8 MNT 204MIPS	ILSS0004AT-204	\$20,593.80	Qtr	\$16,858.91
Phoenix or Preference quarterly maintenance fee for 205 MIPS	PHO-PREF 7.8 MNT 205MIPS	ILSS0004AT-205	\$20,654.80	Qtr	\$16,908.85
Phoenix or Preference quarterly maintenance fee for 206 MIPS	PHO-PREF 7.8 MNT 206MIPS	ILSS0004AT-206	\$20,715.40	Qtr	\$16,958.45
Phoenix or Preference quarterly maintenance fee for 207 MIPS	PHO-PREF 7.8 MNT 207MIPS	ILSS0004AT-207	\$20,775.60	Qtr	\$17,007.74
Phoenix or Preference quarterly maintenance fee for 208 MIPS	PHO-PREF 7.8 MNT 208MIPS	ILSS0004AT-208	\$20,835.40	Qtr	\$17,056.69
Phoenix or Preference quarterly maintenance fee for 209 MIPS	PHO-PREF 7.8 MNT 209MIPS	ILSS0004AT-209	\$20,894.80	Qtr	\$17,105.32
Phoenix or Preference quarterly maintenance fee for 210 MIPS	PHO-PREF 7.8 MNT 210MIPS	ILSS0004AT-210	\$20,872.00	Qtr	\$17,086.65
Phoenix or Preference quarterly maintenance fee for 211 MIPS	PHO-PREF 7.8 MNT 211MIPS	ILSS0004AT-211	\$20,930.40	Qtr	\$17,134.46
Phoenix or Preference quarterly maintenance fee for 212 MIPS	PHO-PREF 7.8 MNT 212MIPS	ILSS0004AT-212	\$20,988.20	Qtr	\$17,181.78
Phoenix or Preference quarterly maintenance fee for 213 MIPS	PHO-PREF 7.8 MNT 213MIPS	ILSS0004AT-213	\$21,045.60	Qtr	\$17,228.77
Phoenix or Preference quarterly maintenance fee for 214 MIPS	PHO-PREF 7.8 MNT 214MIPS	ILSS0004AT-214	\$21,102.80	Qtr	\$17,275.60

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 215 MIPS	PHO-PREF 7.8 MNT 215MIPS	ILSS0004AT-215	\$21,159.40	Qtr	\$17,321.93
Phoenix or Preference quarterly maintenance fee for 216 MIPS	PHO-PREF 7.8 MNT 216MIPS	ILSS0004AT-216	\$21,215.80	Qtr	\$17,368.11
Phoenix or Preference quarterly maintenance fee for 217 MIPS	PHO-PREF 7.8 MNT 217MIPS	ILSS0004AT-217	\$21,271.80	Qtr	\$17,413.95
Phoenix or Preference quarterly maintenance fee for 218 MIPS	PHO-PREF 7.8 MNT 218MIPS	ILSS0004AT-218	\$21,327.20	Qtr	\$17,459.30
Phoenix or Preference quarterly maintenance fee for 219 MIPS	PHO-PREF 7.8 MNT 219MIPS	ILSS0004AT-219	\$21,339.80	Qtr	\$17,469.62
Phoenix or Preference quarterly maintenance fee for 220 MIPS	PHO-PREF 7.8 MNT 220MIPS	ILSS0004AT-220	\$21,394.40	Qtr	\$17,514.31
Phoenix or Preference quarterly maintenance fee for 221 MIPS	PHO-PREF 7.8 MNT 221MIPS	ILSS0004AT-221	\$21,448.60	Qtr	\$17,558.69
Phoenix or Preference quarterly maintenance fee for 222 MIPS	PHO-PREF 7.8 MNT 222MIPS	ILSS0004AT-222	\$21,502.20	Qtr	\$17,602.56
Phoenix or Preference quarterly maintenance fee for 223 MIPS	PHO-PREF 7.8 MNT 223MIPS	ILSS0004AT-223	\$21,555.60	Qtr	\$17,646.28
Phoenix or Preference quarterly maintenance fee for 224 MIPS	PHO-PREF 7.8 MNT 224MIPS	ILSS0004AT-224	\$21,608.80	Qtr	\$17,689.83
Phoenix or Preference quarterly maintenance fee for 225 MIPS	PHO-PREF 7.8 MNT 225MIPS	ILSS0004AT-225	\$21,661.40	Qtr	\$17,732.89
Phoenix or Preference quarterly maintenance fee for 226 MIPS	PHO-PREF 7.8 MNT 226MIPS	ILSS0004AT-226	\$21,713.60	Qtr	\$17,775.62
Phoenix or Preference quarterly maintenance fee for 227 MIPS	PHO-PREF 7.8 MNT 227MIPS	ILSS0004AT-227	\$21,765.40	Qtr	\$17,818.03
Phoenix or Preference quarterly maintenance fee for 228 MIPS	PHO-PREF 7.8 MNT 228MIPS	ILSS0004AT-228	\$21,816.80	Qtr	\$17,860.11
Phoenix or Preference quarterly maintenance fee for 229 MIPS	PHO-PREF 7.8 MNT 229MIPS	ILSS0004AT-229	\$21,823.20	Qtr	\$17,865.35
Phoenix or Preference quarterly maintenance fee for 230 MIPS	PHO-PREF 7.8 MNT 230MIPS	ILSS0004AT-230	\$21,873.80	Qtr	\$17,906.77
Phoenix or Preference quarterly maintenance fee for 231 MIPS	PHO-PREF 7.8 MNT 231MIPS	ILSS0004AT-231	\$21,923.80	Qtr	\$17,947.70
Phoenix or Preference quarterly maintenance fee for 232 MIPS	PHO-PREF 7.8 MNT 232MIPS	ILSS0004AT-232	\$21,973.60	Qtr	\$17,988.47
Phoenix or Preference quarterly maintenance fee for 233 MIPS	PHO-PREF 7.8 MNT 233MIPS	ILSS0004AT-233	\$22,022.80	Qtr	\$18,028.75
Phoenix or Preference quarterly maintenance fee for 234 MIPS	PHO-PREF 7.8 MNT 234MIPS	ILSS0004AT-234	\$22,071.80	Qtr	\$18,068.86
Phoenix or Preference quarterly maintenance fee for 235 MIPS	PHO-PREF 7.8 MNT 235MIPS	ILSS0004AT-235	\$22,120.20	Qtr	\$18,108.48
Phoenix or Preference quarterly maintenance fee for 236 MIPS	PHO-PREF 7.8 MNT 236MIPS	ILSS0004AT-236	\$22,168.40	Qtr	\$18,147.94
Phoenix or Preference quarterly maintenance fee for 237 MIPS	PHO-PREF 7.8 MNT 237MIPS	ILSS0004AT-237	\$22,216.20	Qtr	\$18,187.07
Phoenix or Preference quarterly maintenance fee for 238 MIPS	PHO-PREF 7.8 MNT 238MIPS	ILSS0004AT-238	\$22,263.60	Qtr	\$18,225.88

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 239 MIPS	PHO-PREF 7.8 MNT 239MIPS	ILSS0004AT-239	\$22,263.80	Qtr	\$18,226.04
Phoenix or Preference quarterly maintenance fee for 240 MIPS	PHO-PREF 7.8 MNT 240MIPS	ILSS0004AT-240	\$22,310.20	Qtr	\$18,264.03
Phoenix or Preference quarterly maintenance fee for 241 MIPS	PHO-PREF 7.8 MNT 241MIPS	ILSS0004AT-241	\$22,403.20	Qtr	\$18,340.16
Phoenix or Preference quarterly maintenance fee for 242 MIPS	PHO-PREF 7.8 MNT 242MIPS	ILSS0004AT-242	\$22,449.00	Qtr	\$18,377.65
Phoenix or Preference quarterly maintenance fee for 243 MIPS	PHO-PREF 7.8 MNT 243MIPS	ILSS0004AT-243	\$22,494.40	Qtr	\$18,414.82
Phoenix or Preference quarterly maintenance fee for 244 MIPS	PHO-PREF 7.8 MNT 244MIPS	ILSS0004AT-244	\$22,539.40	Qtr	\$18,451.65
Phoenix or Preference quarterly maintenance fee for 245 MIPS	PHO-PREF 7.8 MNT 245MIPS	ILSS0004AT-245	\$22,584.00	Qtr	\$18,488.17
Phoenix or Preference quarterly maintenance fee for 246 MIPS	PHO-PREF 7.8 MNT 246MIPS	ILSS0004AT-246	\$22,676.20	Qtr	\$18,563.64
Phoenix or Preference quarterly maintenance fee for 247 MIPS	PHO-PREF 7.8 MNT 247MIPS	ILSS0004AT-247	\$22,720.40	Qtr	\$18,599.83
Phoenix or Preference quarterly maintenance fee for 248 MIPS	PHO-PREF 7.8 MNT 248MIPS	ILSS0004AT-248	\$22,764.00	Qtr	\$18,635.52
Phoenix or Preference quarterly maintenance fee for 249 MIPS	PHO-PREF 7.8 MNT 249MIPS	ILSS0004AT-249	\$22,807.20	Qtr	\$18,670.89
Phoenix or Preference quarterly maintenance fee for 250 MIPS	PHO-PREF 7.8 MNT 250MIPS	ILSS0004AT-250	\$22,850.20	Qtr	\$18,706.09
Phoenix or Preference quarterly maintenance fee for 251 MIPS	PHO-PREF 7.8 MNT 251MIPS	ILSS0004AT-251	\$22,941.60	Qtr	\$18,780.91
Phoenix or Preference quarterly maintenance fee for 252 MIPS	PHO-PREF 7.8 MNT 252MIPS	ILSS0004AT-252	\$22,934.60	Qtr	\$18,775.18
Phoenix or Preference quarterly maintenance fee for 253 MIPS	PHO-PREF 7.8 MNT 253MIPS	ILSS0004AT-253	\$22,976.40	Qtr	\$18,809.41
Phoenix or Preference quarterly maintenance fee for 254 MIPS	PHO-PREF 7.8 MNT 254MIPS	ILSS0004AT-254	\$23,017.80	Qtr	\$18,843.29
Phoenix or Preference quarterly maintenance fee for 255 MIPS	PHO-PREF 7.8 MNT 255MIPS	ILSS0004AT-255	\$23,058.60	Qtr	\$18,876.69
Phoenix or Preference quarterly maintenance fee for 256 MIPS	PHO-PREF 7.8 MNT 256MIPS	ILSS0004AT-256	\$23,149.00	Qtr	\$18,950.70
Phoenix or Preference quarterly maintenance fee for 257 MIPS	PHO-PREF 7.8 MNT 257MIPS	ILSS0004AT-257	\$23,189.40	Qtr	\$18,983.77
Phoenix or Preference quarterly maintenance fee for 258 MIPS	PHO-PREF 7.8 MNT 258MIPS	ILSS0004AT-258	\$23,229.40	Qtr	\$19,016.52
Phoenix or Preference quarterly maintenance fee for 259 MIPS	PHO-PREF 7.8 MNT 259MIPS	ILSS0004AT-259	\$23,269.00	Qtr	\$19,048.93
Phoenix or Preference quarterly maintenance fee for 260 MIPS	PHO-PREF 7.8 MNT 260MIPS	ILSS0004AT-260	\$23,358.80	Qtr	\$19,122.45
Phoenix or Preference quarterly maintenance fee for 261 MIPS	PHO-PREF 7.8 MNT 261MIPS	ILSS0004AT-261	\$23,397.80	Qtr	\$19,154.37
Phoenix or Preference quarterly maintenance fee for 262 MIPS	PHO-PREF 7.8 MNT 262MIPS	ILSS0004AT-262	\$23,436.40	Qtr	\$19,185.98

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 263 MIPS	PHO-PREF 7.8 MNT 263MIPS	ILSS0004AT-263	\$23,423.20	Qtr	\$19,175.17
Phoenix or Preference quarterly maintenance fee for 264 MIPS	PHO-PREF 7.8 MNT 264MIPS	ILSS0004AT-264	\$23,460.80	Qtr	\$19,205.95
Phoenix or Preference quarterly maintenance fee for 265 MIPS	PHO-PREF 7.8 MNT 265MIPS	ILSS0004AT-265	\$23,549.80	Qtr	\$19,278.81
Phoenix or Preference quarterly maintenance fee for 266 MIPS	PHO-PREF 7.8 MNT 266MIPS	ILSS0004AT-266	\$23,586.80	Qtr	\$19,309.10
Phoenix or Preference quarterly maintenance fee for 267 MIPS	PHO-PREF 7.8 MNT 267MIPS	ILSS0004AT-267	\$23,623.40	Qtr	\$19,339.06
Phoenix or Preference quarterly maintenance fee for 268 MIPS	PHO-PREF 7.8 MNT 268MIPS	ILSS0004AT-268	\$23,659.60	Qtr	\$19,368.70
Phoenix or Preference quarterly maintenance fee for 269 MIPS	PHO-PREF 7.8 MNT 269MIPS	ILSS0004AT-269	\$23,748.00	Qtr	\$19,441.06
Phoenix or Preference quarterly maintenance fee for 270 MIPS	PHO-PREF 7.8 MNT 270MIPS	ILSS0004AT-270	\$23,783.60	Qtr	\$19,470.21
Phoenix or Preference quarterly maintenance fee for 271 MIPS	PHO-PREF 7.8 MNT 271MIPS	ILSS0004AT-271	\$23,818.80	Qtr	\$19,499.03
Phoenix or Preference quarterly maintenance fee for 272 MIPS	PHO-PREF 7.8 MNT 272MIPS	ILSS0004AT-272	\$23,853.80	Qtr	\$19,527.67
Phoenix or Preference quarterly maintenance fee for 273 MIPS	PHO-PREF 7.8 MNT 273MIPS	ILSS0004AT-273	\$23,941.40	Qtr	\$19,599.39
Phoenix or Preference quarterly maintenance fee for 274 MIPS	PHO-PREF 7.8 MNT 274MIPS	ILSS0004AT-274	\$23,975.80	Qtr	\$19,627.55
Phoenix or Preference quarterly maintenance fee for 275 MIPS	PHO-PREF 7.8 MNT 275MIPS	ILSS0004AT-275	\$24,009.60	Qtr	\$19,655.22
Phoenix or Preference quarterly maintenance fee for 276 MIPS	PHO-PREF 7.8 MNT 276MIPS	ILSS0004AT-276	\$23,989.40	Qtr	\$19,638.69
Phoenix or Preference quarterly maintenance fee for 277 MIPS	PHO-PREF 7.8 MNT 277MIPS	ILSS0004AT-277	\$24,076.40	Qtr	\$19,709.91
Phoenix or Preference quarterly maintenance fee for 278 MIPS	PHO-PREF 7.8 MNT 278MIPS	ILSS0004AT-278	\$24,109.00	Qtr	\$19,736.59
Phoenix or Preference quarterly maintenance fee for 279 MIPS	PHO-PREF 7.8 MNT 279MIPS	ILSS0004AT-279	\$24,141.40	Qtr	\$19,763.12
Phoenix or Preference quarterly maintenance fee for 280 MIPS	PHO-PREF 7.8 MNT 280MIPS	ILSS0004AT-280	\$24,173.40	Qtr	\$19,789.31
Phoenix or Preference quarterly maintenance fee for 281 MIPS	PHO-PREF 7.8 MNT 281MIPS	ILSS0004AT-281	\$24,259.60	Qtr	\$19,859.88
Phoenix or Preference quarterly maintenance fee for 282 MIPS	PHO-PREF 7.8 MNT 282MIPS	ILSS0004AT-282	\$24,291.00	Qtr	\$19,885.59
Phoenix or Preference quarterly maintenance fee for 283 MIPS	PHO-PREF 7.8 MNT 283MIPS	ILSS0004AT-283	\$24,322.00	Qtr	\$19,910.97
Phoenix or Preference quarterly maintenance fee for 284 MIPS	PHO-PREF 7.8 MNT 284MIPS	ILSS0004AT-284	\$24,352.60	Qtr	\$19,936.02
Phoenix or Preference quarterly maintenance fee for 285 MIPS	PHO-PREF 7.8 MNT 285MIPS	ILSS0004AT-285	\$24,438.40	Qtr	\$20,006.25
Phoenix or Preference quarterly maintenance fee for 286 MIPS	PHO-PREF 7.8 MNT 286MIPS	ILSS0004AT-286	\$24,468.40	Qtr	\$20,030.82

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 287 MIPS	PHO-PREF 7.8 MNT 287MIPS	ILSS0004AT-287	\$24,498.00	Qtr	\$20,055.05
Phoenix or Preference quarterly maintenance fee for 288 MIPS	PHO-PREF 7.8 MNT 288MIPS	ILSS0004AT-288	\$24,527.20	Qtr	\$20,078.95
Phoenix or Preference quarterly maintenance fee for 289 MIPS	PHO-PREF 7.8 MNT 289MIPS	ILSS0004AT-289	\$24,612.40	Qtr	\$20,148.70
Phoenix or Preference quarterly maintenance fee for 290 MIPS	PHO-PREF 7.8 MNT 290MIPS	ILSS0004AT-290	\$24,584.60	Qtr	\$20,125.94
Phoenix or Preference quarterly maintenance fee for 291 MIPS	PHO-PREF 7.8 MNT 291MIPS	ILSS0004AT-291	\$24,612.60	Qtr	\$20,148.86
Phoenix or Preference quarterly maintenance fee for 292 MIPS	PHO-PREF 7.8 MNT 292MIPS	ILSS0004AT-292	\$24,640.20	Qtr	\$20,171.45
Phoenix or Preference quarterly maintenance fee for 293 MIPS	PHO-PREF 7.8 MNT 293MIPS	ILSS0004AT-293	\$24,724.60	Qtr	\$20,240.55
Phoenix or Preference quarterly maintenance fee for 294 MIPS	PHO-PREF 7.8 MNT 294MIPS	ILSS0004AT-294	\$24,751.80	Qtr	\$20,262.82
Phoenix or Preference quarterly maintenance fee for 295 MIPS	PHO-PREF 7.8 MNT 295MIPS	ILSS0004AT-295	\$24,778.40	Qtr	\$20,284.59
Phoenix or Preference quarterly maintenance fee for 296 MIPS	PHO-PREF 7.8 MNT 296MIPS	ILSS0004AT-296	\$24,862.40	Qtr	\$20,353.36
Phoenix or Preference quarterly maintenance fee for 297 MIPS	PHO-PREF 7.8 MNT 297MIPS	ILSS0004AT-297	\$24,888.60	Qtr	\$20,374.81
Phoenix or Preference quarterly maintenance fee for 298 MIPS	PHO-PREF 7.8 MNT 298MIPS	ILSS0004AT-298	\$24,914.40	Qtr	\$20,395.92
Phoenix or Preference quarterly maintenance fee for 299 MIPS	PHO-PREF 7.8 MNT 299MIPS	ILSS0004AT-299	\$24,939.60	Qtr	\$20,416.56
Phoenix or Preference quarterly maintenance fee for 300 MIPS	PHO-PREF 7.8 MNT 300MIPS	ILSS0004AT-300	\$25,023.00	Qtr	\$20,484.83
Phoenix or Preference quarterly maintenance fee for 301 MIPS	PHO-PREF 7.8 MNT 301MIPS	ILSS0004AT-301	\$25,047.80	Qtr	\$20,505.13
Phoenix or Preference quarterly maintenance fee for 302 MIPS	PHO-PREF 7.8 MNT 302MIPS	ILSS0004AT-302	\$25,072.20	Qtr	\$20,525.10
Phoenix or Preference quarterly maintenance fee for 303 MIPS	PHO-PREF 7.8 MNT 303MIPS	ILSS0004AT-303	\$25,037.00	Qtr	\$20,496.29
Phoenix or Preference quarterly maintenance fee for 304 MIPS	PHO-PREF 7.8 MNT 304MIPS	ILSS0004AT-304	\$25,119.80	Qtr	\$20,564.08
Phoenix or Preference quarterly maintenance fee for 305 MIPS	PHO-PREF 7.8 MNT 305MIPS	ILSS0004AT-305	\$25,142.80	Qtr	\$20,582.91
Phoenix or Preference quarterly maintenance fee for 306 MIPS	PHO-PREF 7.8 MNT 306MIPS	ILSS0004AT-306	\$25,165.80	Qtr	\$20,601.73
Phoenix or Preference quarterly maintenance fee for 307 MIPS	PHO-PREF 7.8 MNT 307MIPS	ILSS0004AT-307	\$25,248.00	Qtr	\$20,669.02
Phoenix or Preference quarterly maintenance fee for 308 MIPS	PHO-PREF 7.8 MNT 308MIPS	ILSS0004AT-308	\$25,270.20	Qtr	\$20,687.20
Phoenix or Preference quarterly maintenance fee for 309 MIPS	PHO-PREF 7.8 MNT 309MIPS	ILSS0004AT-309	\$25,292.00	Qtr	\$20,705.04
Phoenix or Preference quarterly maintenance fee for 310 MIPS	PHO-PREF 7.8 MNT 310MIPS	ILSS0004AT-310	\$25,313.40	Qtr	\$20,722.56



<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 311 MIPS	PHO-PREF 7.8 MNT 311MIPS	ILSS0004AT-311	\$25,395.00	Qtr	\$20,789.37
Phoenix or Preference quarterly maintenance fee for 312 MIPS	PHO-PREF 7.8 MNT 312MIPS	ILSS0004AT-312	\$25,416.00	Qtr	\$20,806.55
Phoenix or Preference quarterly maintenance fee for 313 MIPS	PHO-PREF 7.8 MNT 313MIPS	ILSS0004AT-313	\$25,436.40	Qtr	\$20,823.26
Phoenix or Preference quarterly maintenance fee for 314 MIPS	PHO-PREF 7.8 MNT 314MIPS	ILSS0004AT-314	\$25,517.60	Qtr	\$20,889.73
Phoenix or Preference quarterly maintenance fee for 315 MIPS	PHO-PREF 7.8 MNT 315MIPS	ILSS0004AT-315	\$25,537.60	Qtr	\$20,906.10
Phoenix or Preference quarterly maintenance fee for 316 MIPS	PHO-PREF 7.8 MNT 316MIPS	ILSS0004AT-316	\$25,618.60	Qtr	\$20,972.41
Phoenix or Preference quarterly maintenance fee for 317 MIPS	PHO-PREF 7.8 MNT 317MIPS	ILSS0004AT-317	\$25,638.00	Qtr	\$20,988.30
Phoenix or Preference quarterly maintenance fee for 318 MIPS	PHO-PREF 7.8 MNT 318MIPS	ILSS0004AT-318	\$25,594.80	Qtr	\$20,952.93
Phoenix or Preference quarterly maintenance fee for 319 MIPS	PHO-PREF 7.8 MNT 319MIPS	ILSS0004AT-319	\$25,675.40	Qtr	\$21,018.91
Phoenix or Preference quarterly maintenance fee for 320 MIPS	PHO-PREF 7.8 MNT 320MIPS	ILSS0004AT-320	\$25,693.40	Qtr	\$21,033.65
Phoenix or Preference quarterly maintenance fee for 321 MIPS	PHO-PREF 7.8 MNT 321MIPS	ILSS0004AT-321	\$25,773.80	Qtr	\$21,099.46
Phoenix or Preference quarterly maintenance fee for 322 MIPS	PHO-PREF 7.8 MNT 322MIPS	ILSS0004AT-322	\$25,791.20	Qtr	\$21,113.71
Phoenix or Preference quarterly maintenance fee for 323 MIPS	PHO-PREF 7.8 MNT 323MIPS	ILSS0004AT-323	\$25,871.40	Qtr	\$21,179.36
Phoenix or Preference quarterly maintenance fee for 324 MIPS	PHO-PREF 7.8 MNT 324MIPS	ILSS0004AT-324	\$25,888.40	Qtr	\$21,193.28
Phoenix or Preference quarterly maintenance fee for 325 MIPS	PHO-PREF 7.8 MNT 325MIPS	ILSS0004AT-325	\$25,904.80	Qtr	\$21,206.71
Phoenix or Preference quarterly maintenance fee for 326 MIPS	PHO-PREF 7.8 MNT 326MIPS	ILSS0004AT-326	\$25,984.60	Qtr	\$21,272.04
Phoenix or Preference quarterly maintenance fee for 327 MIPS	PHO-PREF 7.8 MNT 327MIPS	ILSS0004AT-327	\$26,000.60	Qtr	\$21,285.13
Phoenix or Preference quarterly maintenance fee for 328 MIPS	PHO-PREF 7.8 MNT 328MIPS	ILSS0004AT-328	\$26,080.00	Qtr	\$21,350.13
Phoenix or Preference quarterly maintenance fee for 329 MIPS	PHO-PREF 7.8 MNT 329MIPS	ILSS0004AT-329	\$26,095.40	Qtr	\$21,362.74
Phoenix or Preference quarterly maintenance fee for 330 MIPS	PHO-PREF 7.8 MNT 330MIPS	ILSS0004AT-330	\$26,110.40	Qtr	\$21,375.02
Phoenix or Preference quarterly maintenance fee for 331 MIPS	PHO-PREF 7.8 MNT 331MIPS	ILSS0004AT-331	\$26,189.60	Qtr	\$21,439.85
Phoenix or Preference quarterly maintenance fee for 332 MIPS	PHO-PREF 7.8 MNT 332MIPS	ILSS0004AT-332	\$26,204.00	Qtr	\$21,451.64
Phoenix or Preference quarterly maintenance fee for 333 MIPS	PHO-PREF 7.8 MNT 333MIPS	ILSS0004AT-333	\$26,283.00	Qtr	\$21,516.32
Phoenix or Preference quarterly maintenance fee for 334 MIPS	PHO-PREF 7.8 MNT 334MIPS	ILSS0004AT-334	\$26,231.80	Qtr	\$21,474.40

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 335 MIPS	PHO-PREF 7.8 MNT 335MIPS	ILSS0004AT-335	\$26,310.20	Qtr	\$21,538.58
Phoenix or Preference quarterly maintenance fee for 336 MIPS	PHO-PREF 7.8 MNT 336MIPS	ILSS0004AT-336	\$26,323.40	Qtr	\$21,549.39
Phoenix or Preference quarterly maintenance fee for 337 MIPS	PHO-PREF 7.8 MNT 337MIPS	ILSS0004AT-337	\$26,336.00	Qtr	\$21,559.70
Phoenix or Preference quarterly maintenance fee for 338 MIPS	PHO-PREF 7.8 MNT 338MIPS	ILSS0004AT-338	\$26,414.20	Qtr	\$21,623.72
Phoenix or Preference quarterly maintenance fee for 339 MIPS	PHO-PREF 7.8 MNT 339MIPS	ILSS0004AT-339	\$26,426.20	Qtr	\$21,633.55
Phoenix or Preference quarterly maintenance fee for 340 MIPS	PHO-PREF 7.8 MNT 340MIPS	ILSS0004AT-340	\$26,504.20	Qtr	\$21,697.40
Phoenix or Preference quarterly maintenance fee for 341 MIPS	PHO-PREF 7.8 MNT 341MIPS	ILSS0004AT-341	\$26,515.60	Qtr	\$21,706.74
Phoenix or Preference quarterly maintenance fee for 342 MIPS	PHO-PREF 7.8 MNT 342MIPS	ILSS0004AT-342	\$26,526.80	Qtr	\$21,715.90
Phoenix or Preference quarterly maintenance fee for 343 MIPS	PHO-PREF 7.8 MNT 343MIPS	ILSS0004AT-343	\$26,604.40	Qtr	\$21,779.43
Phoenix or Preference quarterly maintenance fee for 344 MIPS	PHO-PREF 7.8 MNT 344MIPS	ILSS0004AT-344	\$26,614.80	Qtr	\$21,787.94
Phoenix or Preference quarterly maintenance fee for 345 MIPS	PHO-PREF 7.8 MNT 345MIPS	ILSS0004AT-345	\$26,692.20	Qtr	\$21,851.30
Phoenix or Preference quarterly maintenance fee for 346 MIPS	PHO-PREF 7.8 MNT 346MIPS	ILSS0004AT-346	\$26,702.20	Qtr	\$21,859.49
Phoenix or Preference quarterly maintenance fee for 347 MIPS	PHO-PREF 7.8 MNT 347MIPS	ILSS0004AT-347	\$26,779.40	Qtr	\$21,922.69
Phoenix or Preference quarterly maintenance fee for 348 MIPS	PHO-PREF 7.8 MNT 348MIPS	ILSS0004AT-348	\$26,788.60	Qtr	\$21,930.22
Phoenix or Preference quarterly maintenance fee for 349 MIPS	PHO-PREF 7.8 MNT 349MIPS	ILSS0004AT-349	\$26,865.60	Qtr	\$21,993.25
Phoenix or Preference quarterly maintenance fee for 350 MIPS	PHO-PREF 7.8 MNT 350MIPS	ILSS0004AT-350	\$26,874.40	Qtr	\$22,000.46
Phoenix or Preference quarterly maintenance fee for 351 MIPS	PHO-PREF 7.8 MNT 351MIPS	ILSS0004AT-351	\$26,814.40	Qtr	\$21,951.34
Phoenix or Preference quarterly maintenance fee for 352 MIPS	PHO-PREF 7.8 MNT 352MIPS	ILSS0004AT-352	\$26,890.80	Qtr	\$22,013.89
Phoenix or Preference quarterly maintenance fee for 353 MIPS	PHO-PREF 7.8 MNT 353MIPS	ILSS0004AT-353	\$26,898.40	Qtr	\$22,020.11
Phoenix or Preference quarterly maintenance fee for 354 MIPS	PHO-PREF 7.8 MNT 354MIPS	ILSS0004AT-354	\$26,974.60	Qtr	\$22,082.48
Phoenix or Preference quarterly maintenance fee for 355 MIPS	PHO-PREF 7.8 MNT 355MIPS	ILSS0004AT-355	\$26,981.60	Qtr	\$22,088.22
Phoenix or Preference quarterly maintenance fee for 356 MIPS	PHO-PREF 7.8 MNT 356MIPS	ILSS0004AT-356	\$27,057.60	Qtr	\$22,150.43
Phoenix or Preference quarterly maintenance fee for 357 MIPS	PHO-PREF 7.8 MNT 357MIPS	ILSS0004AT-357	\$27,064.00	Qtr	\$22,155.67
Phoenix or Preference quarterly maintenance fee for 358 MIPS	PHO-PREF 7.8 MNT 358MIPS	ILSS0004AT-358	\$27,070.00	Qtr	\$22,160.59

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 359 MIPS	PHO-PREF 7.8 MNT 359MIPS	ILSS0004AT-359	\$27,145.80	Qtr	\$22,222.63
Phoenix or Preference quarterly maintenance fee for 360 MIPS	PHO-PREF 7.8 MNT 360MIPS	ILSS0004AT-360	\$27,151.20	Qtr	\$22,227.06
Phoenix or Preference quarterly maintenance fee for 361 MIPS	PHO-PREF 7.8 MNT 361MIPS	ILSS0004AT-361	\$27,226.60	Qtr	\$22,288.78
Phoenix or Preference quarterly maintenance fee for 362 MIPS	PHO-PREF 7.8 MNT 362MIPS	ILSS0004AT-362	\$27,231.40	Qtr	\$22,292.71
Phoenix or Preference quarterly maintenance fee for 363 MIPS	PHO-PREF 7.8 MNT 363MIPS	ILSS0004AT-363	\$27,306.60	Qtr	\$22,354.27
Phoenix or Preference quarterly maintenance fee for 364 MIPS	PHO-PREF 7.8 MNT 364MIPS	ILSS0004AT-364	\$27,311.00	Qtr	\$22,357.88
Phoenix or Preference quarterly maintenance fee for 365 MIPS	PHO-PREF 7.8 MNT 365MIPS	ILSS0004AT-365	\$27,386.00	Qtr	\$22,419.28
Phoenix or Preference quarterly maintenance fee for 366 MIPS	PHO-PREF 7.8 MNT 366MIPS	ILSS0004AT-366	\$27,389.80	Qtr	\$22,422.38
Phoenix or Preference quarterly maintenance fee for 367 MIPS	PHO-PREF 7.8 MNT 367MIPS	ILSS0004AT-367	\$27,393.00	Qtr	\$22,425.00
Phoenix or Preference quarterly maintenance fee for 368 MIPS	PHO-PREF 7.8 MNT 368MIPS	ILSS0004AT-368	\$27,467.60	Qtr	\$22,486.08
Phoenix or Preference quarterly maintenance fee for 369 MIPS	PHO-PREF 7.8 MNT 369MIPS	ILSS0004AT-369	\$27,398.40	Qtr	\$22,429.43
Phoenix or Preference quarterly maintenance fee for 370 MIPS	PHO-PREF 7.8 MNT 370MIPS	ILSS0004AT-370	\$27,472.80	Qtr	\$22,490.33
Phoenix or Preference quarterly maintenance fee for 371 MIPS	PHO-PREF 7.8 MNT 371MIPS	ILSS0004AT-371	\$27,474.60	Qtr	\$22,491.80
Phoenix or Preference quarterly maintenance fee for 372 MIPS	PHO-PREF 7.8 MNT 372MIPS	ILSS0004AT-372	\$27,548.80	Qtr	\$22,552.55
Phoenix or Preference quarterly maintenance fee for 373 MIPS	PHO-PREF 7.8 MNT 373MIPS	ILSS0004AT-373	\$27,550.00	Qtr	\$22,553.54
Phoenix or Preference quarterly maintenance fee for 374 MIPS	PHO-PREF 7.8 MNT 374MIPS	ILSS0004AT-374	\$27,624.00	Qtr	\$22,614.11
Phoenix or Preference quarterly maintenance fee for 375 MIPS	PHO-PREF 7.8 MNT 375MIPS	ILSS0004AT-375	\$27,624.80	Qtr	\$22,614.77
Phoenix or Preference quarterly maintenance fee for 376 MIPS	PHO-PREF 7.8 MNT 376MIPS	ILSS0004AT-376	\$27,698.40	Qtr	\$22,675.02
Phoenix or Preference quarterly maintenance fee for 377 MIPS	PHO-PREF 7.8 MNT 377MIPS	ILSS0004AT-377	\$27,698.60	Qtr	\$22,675.18
Phoenix or Preference quarterly maintenance fee for 378 MIPS	PHO-PREF 7.8 MNT 378MIPS	ILSS0004AT-378	\$27,698.40	Qtr	\$22,675.02
Phoenix or Preference quarterly maintenance fee for 379 MIPS	PHO-PREF 7.8 MNT 379MIPS	ILSS0004AT-379	\$27,771.60	Qtr	\$22,734.95
Phoenix or Preference quarterly maintenance fee for 380 MIPS	PHO-PREF 7.8 MNT 380MIPS	ILSS0004AT-380	\$27,770.80	Qtr	\$22,734.29
Phoenix or Preference quarterly maintenance fee for 381 MIPS	PHO-PREF 7.8 MNT 381MIPS	ILSS0004AT-381	\$27,844.00	Qtr	\$22,794.21
Phoenix or Preference quarterly maintenance fee for 382 MIPS	PHO-PREF 7.8 MNT 382MIPS	ILSS0004AT-382	\$27,842.60	Qtr	\$22,793.06

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 383 MIPS	PHO-PREF 7.8 MNT 383MIPS	ILSS0004AT-383	\$27,915.40	Qtr	\$22,852.66
Phoenix or Preference quarterly maintenance fee for 384 MIPS	PHO-PREF 7.8 MNT 384MIPS	ILSS0004AT-384	\$27,913.60	Qtr	\$22,851.19
Phoenix or Preference quarterly maintenance fee for 385 MIPS	PHO-PREF 7.8 MNT 385MIPS	ILSS0004AT-385	\$27,986.20	Qtr	\$22,910.62
Phoenix or Preference quarterly maintenance fee for 386 MIPS	PHO-PREF 7.8 MNT 386MIPS	ILSS0004AT-386	\$27,983.80	Qtr	\$22,908.66
Phoenix or Preference quarterly maintenance fee for 387 MIPS	PHO-PREF 7.8 MNT 387MIPS	ILSS0004AT-387	\$28,056.20	Qtr	\$22,967.92
Phoenix or Preference quarterly maintenance fee for 388 MIPS	PHO-PREF 7.8 MNT 388MIPS	ILSS0004AT-388	\$27,977.40	Qtr	\$22,903.42
Phoenix or Preference quarterly maintenance fee for 389 MIPS	PHO-PREF 7.8 MNT 389MIPS	ILSS0004AT-389	\$28,049.60	Qtr	\$22,962.52
Phoenix or Preference quarterly maintenance fee for 390 MIPS	PHO-PREF 7.8 MNT 390MIPS	ILSS0004AT-390	\$28,045.60	Qtr	\$22,959.25
Phoenix or Preference quarterly maintenance fee for 391 MIPS	PHO-PREF 7.8 MNT 391MIPS	ILSS0004AT-391	\$28,117.60	Qtr	\$23,018.19
Phoenix or Preference quarterly maintenance fee for 392 MIPS	PHO-PREF 7.8 MNT 392MIPS	ILSS0004AT-392	\$28,113.20	Qtr	\$23,014.59
Phoenix or Preference quarterly maintenance fee for 393 MIPS	PHO-PREF 7.8 MNT 393MIPS	ILSS0004AT-393	\$28,108.20	Qtr	\$23,010.49
Phoenix or Preference quarterly maintenance fee for 394 MIPS	PHO-PREF 7.8 MNT 394MIPS	ILSS0004AT-394	\$28,179.80	Qtr	\$23,069.11
Phoenix or Preference quarterly maintenance fee for 395 MIPS	PHO-PREF 7.8 MNT 395MIPS	ILSS0004AT-395	\$28,174.40	Qtr	\$23,064.69
Phoenix or Preference quarterly maintenance fee for 396 MIPS	PHO-PREF 7.8 MNT 396MIPS	ILSS0004AT-396	\$28,245.60	Qtr	\$23,122.98
Phoenix or Preference quarterly maintenance fee for 397 MIPS	PHO-PREF 7.8 MNT 397MIPS	ILSS0004AT-397	\$28,239.60	Qtr	\$23,118.07
Phoenix or Preference quarterly maintenance fee for 398 MIPS	PHO-PREF 7.8 MNT 398MIPS	ILSS0004AT-398	\$28,310.80	Qtr	\$23,176.36
Phoenix or Preference quarterly maintenance fee for 399 MIPS	PHO-PREF 7.8 MNT 399MIPS	ILSS0004AT-399	\$28,304.00	Qtr	\$23,170.79
Phoenix or Preference quarterly maintenance fee for 400 MIPS	PHO-PREF 7.8 MNT 400MIPS	ILSS0004AT-400	\$28,375.00	Qtr	\$23,228.91
Phoenix or Preference quarterly maintenance fee for 401 MIPS	PHO-PREF 7.8 MNT 401MIPS	ILSS0004AT-401	\$28,367.80	Qtr	\$23,223.02
Phoenix or Preference quarterly maintenance fee for 402 MIPS	PHO-PREF 7.8 MNT 402MIPS	ILSS0004AT-402	\$28,438.60	Qtr	\$23,280.97
Phoenix or Preference quarterly maintenance fee for 403 MIPS	PHO-PREF 7.8 MNT 403MIPS	ILSS0004AT-403	\$28,430.80	Qtr	\$23,274.59
Phoenix or Preference quarterly maintenance fee for 404 MIPS	PHO-PREF 7.8 MNT 404MIPS	ILSS0004AT-404	\$28,501.40	Qtr	\$23,332.39
Phoenix or Preference quarterly maintenance fee for 405 MIPS	PHO-PREF 7.8 MNT 405MIPS	ILSS0004AT-405	\$28,414.00	Qtr	\$23,260.84
Phoenix or Preference quarterly maintenance fee for 406 MIPS	PHO-PREF 7.8 MNT 406MIPS	ILSS0004AT-406	\$28,484.20	Qtr	\$23,318.30

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 407 MIPS	PHO-PREF 7.8 MNT 407MIPS	ILSS0004AT-407	\$28,554.40	Qtr	\$23,375.77
Phoenix or Preference quarterly maintenance fee for 408 MIPS	PHO-PREF 7.8 MNT 408MIPS	ILSS0004AT-408	\$28,545.00	Qtr	\$23,368.08
Phoenix or Preference quarterly maintenance fee for 409 MIPS	PHO-PREF 7.8 MNT 409MIPS	ILSS0004AT-409	\$28,615.00	Qtr	\$23,425.39
Phoenix or Preference quarterly maintenance fee for 410 MIPS	PHO-PREF 7.8 MNT 410MIPS	ILSS0004AT-410	\$28,605.00	Qtr	\$23,417.19
Phoenix or Preference quarterly maintenance fee for 411 MIPS	PHO-PREF 7.8 MNT 411MIPS	ILSS0004AT-411	\$28,674.80	Qtr	\$23,474.34
Phoenix or Preference quarterly maintenance fee for 412 MIPS	PHO-PREF 7.8 MNT 412MIPS	ILSS0004AT-412	\$28,664.20	Qtr	\$23,465.66
Phoenix or Preference quarterly maintenance fee for 413 MIPS	PHO-PREF 7.8 MNT 413MIPS	ILSS0004AT-413	\$28,733.80	Qtr	\$23,522.63
Phoenix or Preference quarterly maintenance fee for 414 MIPS	PHO-PREF 7.8 MNT 414MIPS	ILSS0004AT-414	\$28,722.80	Qtr	\$23,513.64
Phoenix or Preference quarterly maintenance fee for 415 MIPS	PHO-PREF 7.8 MNT 415MIPS	ILSS0004AT-415	\$28,792.00	Qtr	\$23,570.28
Phoenix or Preference quarterly maintenance fee for 416 MIPS	PHO-PREF 7.8 MNT 416MIPS	ILSS0004AT-416	\$28,780.40	Qtr	\$23,560.79
Phoenix or Preference quarterly maintenance fee for 417 MIPS	PHO-PREF 7.8 MNT 417MIPS	ILSS0004AT-417	\$28,849.60	Qtr	\$23,617.44
Phoenix or Preference quarterly maintenance fee for 418 MIPS	PHO-PREF 7.8 MNT 418MIPS	ILSS0004AT-418	\$28,918.80	Qtr	\$23,674.09
Phoenix or Preference quarterly maintenance fee for 419 MIPS	PHO-PREF 7.8 MNT 419MIPS	ILSS0004AT-419	\$28,906.20	Qtr	\$23,663.77
Phoenix or Preference quarterly maintenance fee for 420 MIPS	PHO-PREF 7.8 MNT 420MIPS	ILSS0004AT-420	\$28,975.20	Qtr	\$23,720.26
Phoenix or Preference quarterly maintenance fee for 421 MIPS	PHO-PREF 7.8 MNT 421MIPS	ILSS0004AT-421	\$28,962.20	Qtr	\$23,709.62
Phoenix or Preference quarterly maintenance fee for 422 MIPS	PHO-PREF 7.8 MNT 422MIPS	ILSS0004AT-422	\$29,031.00	Qtr	\$23,765.94
Phoenix or Preference quarterly maintenance fee for 423 MIPS	PHO-PREF 7.8 MNT 423MIPS	ILSS0004AT-423	\$29,017.40	Qtr	\$23,754.81
Phoenix or Preference quarterly maintenance fee for 424 MIPS	PHO-PREF 7.8 MNT 424MIPS	ILSS0004AT-424	\$29,086.00	Qtr	\$23,810.97
Phoenix or Preference quarterly maintenance fee for 425 MIPS	PHO-PREF 7.8 MNT 425MIPS	ILSS0004AT-425	\$29,071.80	Qtr	\$23,799.34
Phoenix or Preference quarterly maintenance fee for 426 MIPS	PHO-PREF 7.8 MNT 426MIPS	ILSS0004AT-426	\$29,140.20	Qtr	\$23,855.33
Phoenix or Preference quarterly maintenance fee for 427 MIPS	PHO-PREF 7.8 MNT 427MIPS	ILSS0004AT-427	\$29,042.20	Qtr	\$23,775.11
Phoenix or Preference quarterly maintenance fee for 428 MIPS	PHO-PREF 7.8 MNT 428MIPS	ILSS0004AT-428	\$29,110.20	Qtr	\$23,830.78
Phoenix or Preference quarterly maintenance fee for 429 MIPS	PHO-PREF 7.8 MNT 429MIPS	ILSS0004AT-429	\$29,178.20	Qtr	\$23,886.44
Phoenix or Preference quarterly maintenance fee for 430 MIPS	PHO-PREF 7.8 MNT 430MIPS	ILSS0004AT-430	\$29,162.40	Qtr	\$23,873.51

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 431 MIPS	PHO-PREF 7.8 MNT 431MIPS	ILSS0004AT-431	\$29,230.20	Qtr	\$23,929.01
Phoenix or Preference quarterly maintenance fee for 432 MIPS	PHO-PREF 7.8 MNT 432MIPS	ILSS0004AT-432	\$29,213.80	Qtr	\$23,915.58
Phoenix or Preference quarterly maintenance fee for 433 MIPS	PHO-PREF 7.8 MNT 433MIPS	ILSS0004AT-433	\$29,281.40	Qtr	\$23,970.93
Phoenix or Preference quarterly maintenance fee for 434 MIPS	PHO-PREF 7.8 MNT 434MIPS	ILSS0004AT-434	\$29,264.40	Qtr	\$23,957.01
Phoenix or Preference quarterly maintenance fee for 435 MIPS	PHO-PREF 7.8 MNT 435MIPS	ILSS0004AT-435	\$29,332.00	Qtr	\$24,012.35
Phoenix or Preference quarterly maintenance fee for 436 MIPS	PHO-PREF 7.8 MNT 436MIPS	ILSS0004AT-436	\$29,314.40	Qtr	\$23,997.94
Phoenix or Preference quarterly maintenance fee for 437 MIPS	PHO-PREF 7.8 MNT 437MIPS	ILSS0004AT-437	\$29,381.60	Qtr	\$24,052.95
Phoenix or Preference quarterly maintenance fee for 438 MIPS	PHO-PREF 7.8 MNT 438MIPS	ILSS0004AT-438	\$29,448.80	Qtr	\$24,107.96
Phoenix or Preference quarterly maintenance fee for 439 MIPS	PHO-PREF 7.8 MNT 439MIPS	ILSS0004AT-439	\$29,430.60	Qtr	\$24,093.06
Phoenix or Preference quarterly maintenance fee for 440 MIPS	PHO-PREF 7.8 MNT 440MIPS	ILSS0004AT-440	\$29,497.60	Qtr	\$24,147.91
Phoenix or Preference quarterly maintenance fee for 441 MIPS	PHO-PREF 7.8 MNT 441MIPS	ILSS0004AT-441	\$29,478.60	Qtr	\$24,132.36
Phoenix or Preference quarterly maintenance fee for 442 MIPS	PHO-PREF 7.8 MNT 442MIPS	ILSS0004AT-442	\$29,545.40	Qtr	\$24,187.05
Phoenix or Preference quarterly maintenance fee for 443 MIPS	PHO-PREF 7.8 MNT 443MIPS	ILSS0004AT-443	\$29,526.00	Qtr	\$24,171.17
Phoenix or Preference quarterly maintenance fee for 444 MIPS	PHO-PREF 7.8 MNT 444MIPS	ILSS0004AT-444	\$29,592.60	Qtr	\$24,225.69
Phoenix or Preference quarterly maintenance fee for 445 MIPS	PHO-PREF 7.8 MNT 445MIPS	ILSS0004AT-445	\$29,659.40	Qtr	\$24,280.37
Phoenix or Preference quarterly maintenance fee for 446 MIPS	PHO-PREF 7.8 MNT 446MIPS	ILSS0004AT-446	\$29,639.00	Qtr	\$24,263.67
Phoenix or Preference quarterly maintenance fee for 447 MIPS	PHO-PREF 7.8 MNT 447MIPS	ILSS0004AT-447	\$29,705.40	Qtr	\$24,318.03
Phoenix or Preference quarterly maintenance fee for 448 MIPS	PHO-PREF 7.8 MNT 448MIPS	ILSS0004AT-448	\$29,684.60	Qtr	\$24,301.00
Phoenix or Preference quarterly maintenance fee for 449 MIPS	PHO-PREF 7.8 MNT 449MIPS	ILSS0004AT-449	\$29,751.00	Qtr	\$24,355.36
Phoenix or Preference quarterly maintenance fee for 450 MIPS	PHO-PREF 7.8 MNT 450MIPS	ILSS0004AT-450	\$29,641.80	Qtr	\$24,265.96
Phoenix or Preference quarterly maintenance fee for 451 MIPS	PHO-PREF 7.8 MNT 451MIPS	ILSS0004AT-451	\$29,707.60	Qtr	\$24,319.83
Phoenix or Preference quarterly maintenance fee for 452 MIPS	PHO-PREF 7.8 MNT 452MIPS	ILSS0004AT-452	\$29,773.60	Qtr	\$24,373.86
Phoenix or Preference quarterly maintenance fee for 453 MIPS	PHO-PREF 7.8 MNT 453MIPS	ILSS0004AT-453	\$29,751.00	Qtr	\$24,355.36
Phoenix or Preference quarterly maintenance fee for 454 MIPS	PHO-PREF 7.8 MNT 454MIPS	ILSS0004AT-454	\$29,816.80	Qtr	\$24,409.22

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 455 MIPS	PHO-PREF 7.8 MNT 455MIPS	ILSS0004AT-455	\$29,793.80	Qtr	\$24,390.39
Phoenix or Preference quarterly maintenance fee for 456 MIPS	PHO-PREF 7.8 MNT 456MIPS	ILSS0004AT-456	\$29,859.20	Qtr	\$24,443.93
Phoenix or Preference quarterly maintenance fee for 457 MIPS	PHO-PREF 7.8 MNT 457MIPS	ILSS0004AT-457	\$29,835.60	Qtr	\$24,424.62
Phoenix or Preference quarterly maintenance fee for 458 MIPS	PHO-PREF 7.8 MNT 458MIPS	ILSS0004AT-458	\$29,901.00	Qtr	\$24,478.15
Phoenix or Preference quarterly maintenance fee for 459 MIPS	PHO-PREF 7.8 MNT 459MIPS	ILSS0004AT-459	\$29,966.20	Qtr	\$24,531.53
Phoenix or Preference quarterly maintenance fee for 460 MIPS	PHO-PREF 7.8 MNT 460MIPS	ILSS0004AT-460	\$29,941.80	Qtr	\$24,511.55
Phoenix or Preference quarterly maintenance fee for 461 MIPS	PHO-PREF 7.8 MNT 461MIPS	ILSS0004AT-461	\$30,007.00	Qtr	\$24,564.93
Phoenix or Preference quarterly maintenance fee for 462 MIPS	PHO-PREF 7.8 MNT 462MIPS	ILSS0004AT-462	\$29,982.00	Qtr	\$24,544.47
Phoenix or Preference quarterly maintenance fee for 463 MIPS	PHO-PREF 7.8 MNT 463MIPS	ILSS0004AT-463	\$30,047.00	Qtr	\$24,597.68
Phoenix or Preference quarterly maintenance fee for 464 MIPS	PHO-PREF 7.8 MNT 464MIPS	ILSS0004AT-464	\$30,021.40	Qtr	\$24,576.72
Phoenix or Preference quarterly maintenance fee for 465 MIPS	PHO-PREF 7.8 MNT 465MIPS	ILSS0004AT-465	\$30,086.20	Qtr	\$24,629.77
Phoenix or Preference quarterly maintenance fee for 466 MIPS	PHO-PREF 7.8 MNT 466MIPS	ILSS0004AT-466	\$30,150.80	Qtr	\$24,682.65
Phoenix or Preference quarterly maintenance fee for 467 MIPS	PHO-PREF 7.8 MNT 467MIPS	ILSS0004AT-467	\$30,124.40	Qtr	\$24,661.04
Phoenix or Preference quarterly maintenance fee for 468 MIPS	PHO-PREF 7.8 MNT 468MIPS	ILSS0004AT-468	\$30,189.00	Qtr	\$24,713.92
Phoenix or Preference quarterly maintenance fee for 469 MIPS	PHO-PREF 7.8 MNT 469MIPS	ILSS0004AT-469	\$30,162.20	Qtr	\$24,691.98
Phoenix or Preference quarterly maintenance fee for 470 MIPS	PHO-PREF 7.8 MNT 470MIPS	ILSS0004AT-470	\$30,226.40	Qtr	\$24,744.54
Phoenix or Preference quarterly maintenance fee for 471 MIPS	PHO-PREF 7.8 MNT 471MIPS	ILSS0004AT-471	\$30,199.00	Qtr	\$24,722.11
Phoenix or Preference quarterly maintenance fee for 472 MIPS	PHO-PREF 7.8 MNT 472MIPS	ILSS0004AT-472	\$30,263.00	Qtr	\$24,774.50
Phoenix or Preference quarterly maintenance fee for 473 MIPS	PHO-PREF 7.8 MNT 473MIPS	ILSS0004AT-473	\$30,327.20	Qtr	\$24,827.06
Phoenix or Preference quarterly maintenance fee for 474 MIPS	PHO-PREF 7.8 MNT 474MIPS	ILSS0004AT-474	\$30,206.60	Qtr	\$24,728.33
Phoenix or Preference quarterly maintenance fee for 475 MIPS	PHO-PREF 7.8 MNT 475MIPS	ILSS0004AT-475	\$30,270.20	Qtr	\$24,780.40
Phoenix or Preference quarterly maintenance fee for 476 MIPS	PHO-PREF 7.8 MNT 476MIPS	ILSS0004AT-476	\$30,241.20	Qtr	\$24,756.66
Phoenix or Preference quarterly maintenance fee for 477 MIPS	PHO-PREF 7.8 MNT 477MIPS	ILSS0004AT-477	\$30,304.80	Qtr	\$24,808.72
Phoenix or Preference quarterly maintenance fee for 478 MIPS	PHO-PREF 7.8 MNT 478MIPS	ILSS0004AT-478	\$30,368.20	Qtr	\$24,860.62

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Phoenix or Preference quarterly maintenance fee for 479 MIPS	PHO-PREF 7.8 MNT 479MIPS	ILSS0004AT-479	\$30,338.40	Qtr	\$24,836.23
Phoenix or Preference quarterly maintenance fee for 480 MIPS	PHO-PREF 7.8 MNT 480MIPS	ILSS0004AT-480	\$30,401.80	Qtr	\$24,888.13
Phoenix or Preference quarterly maintenance fee for 481 MIPS	PHO-PREF 7.8 MNT 481MIPS	ILSS0004AT-481	\$30,371.40	Qtr	\$24,863.24
Phoenix or Preference quarterly maintenance fee for 482 MIPS	PHO-PREF 7.8 MNT 482MIPS	ILSS0004AT-482	\$30,434.60	Qtr	\$24,914.98
Phoenix or Preference quarterly maintenance fee for 483 MIPS	PHO-PREF 7.8 MNT 483MIPS	ILSS0004AT-483	\$30,403.60	Qtr	\$24,889.61
Phoenix or Preference quarterly maintenance fee for 484 MIPS	PHO-PREF 7.8 MNT 484MIPS	ILSS0004AT-484	\$30,466.60	Qtr	\$24,941.17
Phoenix or Preference quarterly maintenance fee for 485 MIPS	PHO-PREF 7.8 MNT 485MIPS	ILSS0004AT-485	\$30,529.40	Qtr	\$24,992.59
Phoenix or Preference quarterly maintenance fee for 486 MIPS	PHO-PREF 7.8 MNT 486MIPS	ILSS0004AT-486	\$30,497.60	Qtr	\$24,966.55
Phoenix or Preference quarterly maintenance fee for 487 MIPS	PHO-PREF 7.8 MNT 487MIPS	ILSS0004AT-487	\$30,560.40	Qtr	\$25,017.97
Phoenix or Preference quarterly maintenance fee for 488 MIPS	PHO-PREF 7.8 MNT 488MIPS	ILSS0004AT-488	\$30,528.00	Qtr	\$24,991.44
Phoenix or Preference quarterly maintenance fee for 489 MIPS	PHO-PREF 7.8 MNT 489MIPS	ILSS0004AT-489	\$30,590.60	Qtr	\$25,042.69
Phoenix or Preference quarterly maintenance fee for 490 MIPS	PHO-PREF 7.8 MNT 490MIPS	ILSS0004AT-490	\$30,653.20	Qtr	\$25,093.94
Phoenix or Preference quarterly maintenance fee for 491 MIPS	PHO-PREF 7.8 MNT 491MIPS	ILSS0004AT-491	\$30,620.00	Qtr	\$25,066.76
Phoenix or Preference quarterly maintenance fee for 492 MIPS	PHO-PREF 7.8 MNT 492MIPS	ILSS0004AT-492	\$30,682.40	Qtr	\$25,117.84
Phoenix or Preference quarterly maintenance fee for 493 MIPS	PHO-PREF 7.8 MNT 493MIPS	ILSS0004AT-493	\$30,648.80	Qtr	\$25,090.33
Phoenix or Preference quarterly maintenance fee for 494 MIPS	PHO-PREF 7.8 MNT 494MIPS	ILSS0004AT-494	\$30,710.80	Qtr	\$25,141.09
Phoenix or Preference quarterly maintenance fee for 495 MIPS	PHO-PREF 7.8 MNT 495MIPS	ILSS0004AT-495	\$30,773.00	Qtr	\$25,192.00
Phoenix or Preference quarterly maintenance fee for 496 MIPS	PHO-PREF 7.8 MNT 496MIPS	ILSS0004AT-496	\$30,642.00	Qtr	\$25,084.77
Phoenix or Preference quarterly maintenance fee for 497 MIPS	PHO-PREF 7.8 MNT 497MIPS	ILSS0004AT-497	\$30,703.60	Qtr	\$25,135.20
Phoenix or Preference quarterly maintenance fee for 498 MIPS	PHO-PREF 7.8 MNT 498MIPS	ILSS0004AT-498	\$30,668.40	Qtr	\$25,106.38
Phoenix or Preference quarterly maintenance fee for 499 MIPS	PHO-PREF 7.8 MNT 499MIPS	ILSS0004AT-499	\$30,730.00	Qtr	\$25,156.81
Phoenix or Preference quarterly maintenance fee for 500 MIPS	PHO-PREF 7.8 MNT 500MIPS	ILSS0004AT-500	\$30,791.60	Qtr	\$25,207.24
<b>Hosting Services - License Based</b>					



Software Maintenance & Support Description	SumTotal CLIN	ISSI GSA CLIN	Mfr. List Price	Unit	GSA (MAS) Price with IFF
<b>Hosting Services TotalLMS Licensed Users</b>	<b>H0001</b>				
TotalLMS Monthly Service Fee (Required w/Monthly Licensed User Fees)	H0001AA	ISSI-STHS-H-LMS-BASE	\$3,500.00	Each	\$3,111.58
TotalLMS (1000 to 4999 Licensed Users)	H0001AB	ISSI-STHS-H-LMS-5K	\$0.40	Each	\$0.32
TotalLMS (5000 to 9999 Licensed Users)	H0001AC	ISSI-STHS-H-LMS-10K	\$0.35	Each	\$0.28
TotalLMS (10,000 to 19,999 Licensed Users)	H0001AD	ISSI-STHS-H-LMS-20K	\$0.30	Each	\$0.25
TotalLMS (20,000 to 49,999 Licensed Users)	H0001AE	ISSI-STHS-H-LMS-50K	\$0.25	Each	\$0.21
TotalLMS (50,000 to 99,999 Licensed Users)	H0001AF	ISSI-STHS-H-LMS-100K	\$0.20	Each	\$0.16
TotalLMS (100,000 or more Licensed Users)	H0001AG	ISSI-STHS-H-LMS-100P	\$0.20	Each	\$0.16
<b>Hosting Services TotalLCMS Licensed Authors</b>	<b>H0002</b>				
TotalLCMS Monthly Service Fee (Required w/Monthly Licensed User Fees)	H0002AA	ISSI-STHS-H-LCMS-BASE	\$1,300.00	Each	\$1,001.64
TotalLCMS(5 to 9 Licensed Users)	H0002AB	ISSI-STHS-H-LCMS-10	\$125.00	Each	\$96.32
TotalLCMS (10 to 14 Licensed Users)	H0002AC	ISSI-STHS-H-LCMS-15	\$105.00	Each	\$80.90
TotalLCMS (15 to 19 Licensed Users)	H0002AD	ISSI-STHS-H-LCMS-20	\$90.00	Each	\$69.35
TotalLCMS (20 or more Licensed Users)	H0002AE	ISSI-STHS-H-LCMS-50	\$80.00	Each	\$61.65
<b>Other Hosting Services</b>	<b>H0008</b>				
<i>The following incremental Hosting Services are available to customers who are licensed for base Hosting.</i>					
Mail Server (Word Templates Only)	H0008AA	ISSI-H0008AA	\$9,200.00	YR	\$8,179.00
Dedicated QA/Test Server Setup	H0008AB-1	ISSI-H0008AB-1	\$5,000.00	YR	\$3,852.43
Dedicated QA/Test Server (Single Server) No Data Feeds	H0008AB-2	ISSI-H0008AB-2	\$16,000.00	YR	\$12,327.75
Sandbox Environment - Shared using same LMS Version (No data feed)	H0008AC	ISSI-H0008AC	\$4,000.00	YR	\$3,081.94
SSL Certificate ( Need one per environment per URL)	H0008AD	ISSI-H0008AD	\$1,000.00	Each	\$770.49
Dedicated Web Server with SAN Storage	H0008AE-1	ISSI-H0008AE-1	\$25,200.00	YR	\$19,416.22
Dedicated Redundant Web Servers (One Pair)	H0008AE-2	ISSI-H0008AE-2	\$50,400.00	YR	\$38,832.43
Dedicated Web Server Setup Fee	H0008AE-3	ISSI-H0008AE-3	\$3,000.00	Each	\$2,311.46
Virtual Dedicated Web Server with SAN Storage	VH0008AE-1	ISSI-VH0008AE-1	\$11,400.00	YR	\$8,783.53
Virtual Dedicated Web Server Setup Fee	VH0008AE-3	ISSI-VH0008AE-3	\$2,000.00	Each	\$1,540.97
Dedicated Redundant Application Servers (One Pair)	H0008AF-1	ISSI-H0008AF-1	\$12,000.00	YR	\$9,245.82
Dedicated Database Server with SAN Storage	H0008AG-1	ISSI-H0008AG-1	\$37,200.00	YR	\$28,662.03
Dedicated Clustered Database Server	H0008AG-2	ISSI-H0008AG-2	\$60,000.00	YR	\$46,229.07
Dedicated Database Server Setup Fee	H0008AG-3	ISSI-H0008AG-3	\$4,000.00	YR	\$3,081.94

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Virtual Dedicated Database Server with SAN Storage	H0008AG-1	ISSI-H0008AG-1	\$24,000.00	YR	\$18,491.63
Virtual Dedicated Database Server Setup Fee	H0008AG-3	ISSI-H0008AG-3	\$3,000.00	YR	\$2,455.92
<b>Hosting Services PathloreLMS Enterprise w/MS Reports Monthly Fees</b>	<b>H0003</b>	<b>IS-H0003</b>			
PathloreLMS Enterprise (1 to 500 Licensed Users)	H0003AA	IS-H0003AA	\$19,700.00	Each	\$17,513.71
PathloreLMS Enterprise (501 to 1000 Licensed Users)	H0003AB	IS-H0003AB	\$23,100.00	Each	\$20,536.38
PathloreLMS Enterprise (1001 to 1500 Licensed Users)	H0003AC	IS-H0003AC	\$26,500.00	Each	\$23,559.05
PathloreLMS Enterprise (1501 to 2000 Licensed Users)	H0003AD	IS-H0003AD	\$29,900.00	Each	\$26,581.72
PathloreLMS Enterprise (2001 to 3000 Licensed Users)	H0003AE	IS-H0003AE	\$36,800.00	Each	\$32,715.96
PathloreLMS Enterprise (3001 to 4000 Licensed Users)	H0003AF	IS-H0003AF	\$43,700.00	Each	\$38,850.20
PathloreLMS Enterprise (4001 to 5000 Licensed Users)	H0003AG	IS-H0003AG	\$45,540.00	Each	\$40,486.00
PathloreLMS Enterprise (5001 to 10,000 Licensed Users)	H0003AH	IS-H0003AH	\$59,570.00	Each	\$52,958.96
PathloreLMS Enterprise (10,001 to 15,000 Licensed Users)	H0003AJ	IS-H0003AJ	\$71,760.00	Each	\$63,796.13
PathloreLMS Enterprise (15,001 to 20,000 Licensed Users)	H0003AK	IS-H0003AK	\$77,050.00	Each	\$68,499.04
PathloreLMS Enterprise (20,001 to 30,000 Licensed Users)	H0003AL	IS-H0003AL	\$82,547.00	Each	\$73,385.99
PathloreLMS Enterprise (30,001 to 40,000 Licensed Users)	H0003AM	IS-H0003AM	\$87,630.00	Each	\$77,904.88
PathloreLMS Enterprise (40,001 to 50,000 Licensed Users)	H0003AN	IS-H0003AN	\$93,886.00	Each	\$83,466.59
PathloreLMS Enterprise (50,001 to 60,000 Licensed Users)	H0003AP	IS-H0003AP	\$98,923.00	Each	\$87,944.59
PathloreLMS Enterprise (60,001 to 70,000 Licensed Users)	H0003AQ	IS-H0003AQ	\$104,811.00	Each	\$93,179.14
PathloreLMS Enterprise (70,001 to 80,000 Licensed Users)	H0003AR	IS-H0003AR	\$113,620.00	Each	\$101,010.52
PathloreLMS Enterprise (80,001 to 90,000 Licensed Users)	H0003AS	IS-H0003AS	\$117,864.00	Each	\$104,783.53
PathloreLMS Enterprise (90,001 to 100,000 Licensed Users)	H0003AT	IS-H0003AT	\$127,098.00	Each	\$112,992.74
PathloreLMS Enterprise (100,001 to 125,000 Licensed Users)	H0003AU	IS-H0003AU	\$153,755.00	Each	\$136,691.37
PathloreLMS Enterprise (125,001 to 150,000 Licensed Users)	H0003AV	IS-H0003AV	\$178,687.00	Each	\$158,856.43
PathloreLMS Enterprise (150,001 to 175,000 Licensed Users)	H0003AW	IS-H0003AW	\$201,894.00	Each	\$179,487.92
PathloreLMS Enterprise (175,001 to 200,000 Licensed Users)	H0003AX	IS-H0003AX	\$223,376.00	Each	\$198,585.87
<b>Hosting Services PathloreLMS Classroom w/MS Reports Monthly Fees</b>	<b>H0004</b>	<b>IS-H0004</b>			
PathloreLMS Classroom (1 to 500 Licensed	H0004AA	IS-H0004AA	\$11,093.00	Each	\$9,861.91

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Users)					
PathloreLMS Classroom (501 to 1000 Licensed Users)	H0004AB	IS-H0004AB	\$11,677.00	Each	\$10,381.10
PathloreLMS Classroom (1001 to 1500 Licensed Users)	H0004AC	IS-H0004AC	\$12,291.00	Each	\$10,926.96
PathloreLMS Classroom (1501 to 2000 Licensed Users)	H0004AD	IS-H0004AD	\$12,938.00	Each	\$11,502.15
PathloreLMS Classroom (2001 to 3000 Licensed Users)	H0004AE	IS-H0004AE	\$15,525.00	Each	\$13,802.05
PathloreLMS Classroom (3001 to 4000 Licensed Users)	H0004AF	IS-H0004AF	\$20,700.00	Each	\$18,402.74
PathloreLMS Classroom (4001 to 5000 Licensed Users)	H0004AG	IS-H0004AG	\$25,875.00	Each	\$23,003.41
PathloreLMS Classroom (5001 to 10,000 Licensed Users)	H0004AH	IS-H0004AH	\$31,050.00	Each	\$27,604.10
PathloreLMS Classroom (10,001 to 15,000 Licensed Users)	H0004AJ	IS-H0004AJ	\$32,603.00	Each	\$28,984.74
PathloreLMS Classroom (15,001 to 20,000 Licensed Users)	H0004AK	IS-H0004AK	\$43,470.00	Each	\$38,645.73
PathloreLMS Classroom (20,001 to 30,000 Licensed Users)	H0004AL	IS-H0004AL	\$52,785.00	Each	\$46,926.96
PathloreLMS Classroom (30,001 to 40,000 Licensed Users)	H0004AM	IS-H0004AM	\$56,925.00	Each	\$50,607.50
PathloreLMS Classroom (40,001 to 50,000 Licensed Users)	H0004AN	IS-H0004AN	\$61,272.00	Each	\$54,472.08
PathloreLMS Classroom (50,001 to 60,000 Licensed Users)	H0004AP	IS-H0004AP	\$65,205.00	Each	\$57,968.59
PathloreLMS Classroom (60,001 to 70,000 Licensed Users)	H0004AQ	IS-H0004AQ	\$69,966.00	Each	\$62,201.22
PathloreLMS Classroom (70,001 to 80,000 Licensed Users)	H0004AR	IS-H0004AR	\$73,796.00	Each	\$65,606.17
PathloreLMS Classroom (80,001 to 90,000 Licensed Users)	H0004AS	IS-H0004AS	\$78,246.00	Each	\$69,562.31
PathloreLMS Classroom (90,001 to 100,000 Licensed Users)	H0004AT	IS-H0004AT	\$84,870.00	Each	\$75,451.18
PathloreLMS Classroom (100,001 to 125,000 Licensed Users)	H0004AU	IS-H0004AU	\$88,079.00	Each	\$78,304.05
PathloreLMS Classroom (125,001 to 150,000 Licensed Users)	H0004AV	IS-H0004AV	\$95,013.00	Each	\$84,468.52
PathloreLMS Classroom (150,001 to 175,000 Licensed Users)	H0004AW	IS-H0004AW	\$101,947.00	Each	\$90,632.99
PathloreLMS Classroom (175,001 to 200,000 Licensed Users)	H0004AX	IS-H0004AX	\$108,881.00	Each	\$96,797.46
PathloreLMS Enterprise (1 to 500 Licensed Users)	H0005AA	IS-H0005AA	\$26,676.00	Each	\$23,715.52
PathloreLMS Enterprise (501 to 1000 Licensed Users)	H0005AB	IS-H0005AB	\$28,080.00	Each	\$24,963.70
PathloreLMS Enterprise (1001 to 1500 Licensed Users)	H0005AC	IS-H0005AC	\$31,200.00	Each	\$27,737.45
PathloreLMS Enterprise (1501 to 2000 Licensed Users)	H0005AD	IS-H0005AD	\$39,000.00	Each	\$34,671.80
PathloreLMS Enterprise (2001 to 3000 Licensed Users)	H0005AE	IS-H0005AE	\$48,000.00	Each	\$42,672.99
PathloreLMS Enterprise (3001 to 4000 Licensed Users)	H0005AF	IS-H0005AF	\$57,000.00	Each	\$50,674.18
PathloreLMS Enterprise (4001 to 5000 Licensed Users)	H0005AG	IS-H0005AG	\$59,400.00	Each	\$52,807.82

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Licensed Users)					
PathloreLMS Enterprise (5001 to 10,000 Licensed Users)	H0005AH	IS-H0005AH	\$77,700.00	Each	\$69,076.90
PathloreLMS Enterprise (10,001 to 15,000 Licensed Users)	H0005AJ	IS-H0005AJ	\$93,600.00	Each	\$83,212.34
PathloreLMS Enterprise (15,001 to 20,000 Licensed Users)	H0005AK	IS-H0005AK	\$100,500.00	Each	\$89,346.57
PathloreLMS Enterprise (20,001 to 30,000 Licensed Users)	H0005AL	IS-H0005AL	\$107,670.00	Each	\$95,720.85
PathloreLMS Enterprise (30,001 to 40,000 Licensed Users)	H0005AM	IS-H0005AM	\$114,300.00	Each	\$101,615.06
PathloreLMS Enterprise (40,001 to 50,000 Licensed Users)	H0005AN	IS-H0005AN	\$122,460.00	Each	\$108,869.47
PathloreLMS Enterprise (50,001 to 60,000 Licensed Users)	H0005AP	IS-H0005AP	\$129,030.00	Each	\$114,710.33
PathloreLMS Enterprise (60,001 to 70,000 Licensed Users)	H0005AQ	IS-H0005AQ	\$136,710.00	Each	\$121,538.01
PathloreLMS Enterprise (70,001 to 80,000 Licensed Users)	H0005AR	IS-H0005AR	\$148,200.00	Each	\$131,752.86
PathloreLMS Enterprise (80,001 to 90,000 Licensed Users)	H0005AS	IS-H0005AS	\$153,735.00	Each	\$136,673.59
PathloreLMS Enterprise (90,001 to 100,000 Licensed Users)	H0005AT	IS-H0005AT	\$165,780.00	Each	\$147,381.84
PathloreLMS Enterprise (100,001 to 125,000 Licensed Users)	H0005AU	IS-H0005AU	\$200,550.00	Each	\$178,293.08
PathloreLMS Enterprise (125,001 to 150,000 Licensed Users)	H0005AV	IS-H0005AV	\$233,070.00	Each	\$207,204.04
PathloreLMS Enterprise (150,001 to 175,000 Licensed Users)	H0005AW	IS-H0005AW	\$263,340.00	Each	\$234,114.69
PathloreLMS Enterprise (175,001 to 200,000 Licensed Users)	H0005AX	IS-H0005AX	\$291,360.00	Each	\$259,025.04
<b>Hosting PathloreLMS Classroom w/Crystal Reports Monthly Fees</b>	<b>H0006</b>	<b>IS-H0006</b>			
PathloreLMS Classroom (501 to 1000 Licensed Users)	H0006AB	IS-H0006AB	\$15,230.00	Each	\$13,539.79
PathloreLMS Classroom (1001 to 1500 Licensed Users)	H0006AC	IS-H0006AC	\$16,031.00	Each	\$14,251.89
PathloreLMS Classroom (1501 to 2000 Licensed Users)	H0006AD	IS-H0006AD	\$16,875.00	Each	\$15,002.23
PathloreLMS Classroom (2001 to 3000 Licensed Users)	H0006AE	IS-H0006AE	\$20,250.00	Each	\$18,002.68
PathloreLMS Classroom (3001 to 4000 Licensed Users)	H0006AF	IS-H0006AF	\$27,000.00	Each	\$24,003.56
PathloreLMS Classroom (4001 to 5000 Licensed Users)	H0006AG	IS-H0006AG	\$33,750.00	Each	\$30,004.45
PathloreLMS Classroom (5001 to 10,000 Licensed Users)	H0006AH	IS-H0006AH	\$40,500.00	Each	\$36,005.33
PathloreLMS Classroom (10,001 to 15,000 Licensed Users)	H0006AJ	IS-H0006AJ	\$42,525.00	Each	\$37,805.61
PathloreLMS Classroom (15,001 to 20,000 Licensed Users)	H0006AK	IS-H0006AK	\$56,700.00	Each	\$50,407.47
PathloreLMS Classroom (20,001 to 30,000 Licensed Users)	H0006AL	IS-H0006AL	\$68,850.00	Each	\$61,209.07
PathloreLMS Classroom (30,001 to 40,000 Licensed Users)	H0006AM	IS-H0006AM	\$74,250.00	Each	\$66,009.79

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
PathloreLMS Classroom (40,001 to 50,000 Licensed Users)	H0006AN	IS-H0006AN	\$79,920.00	Each	\$71,050.53
PathloreLMS Classroom (50,001 to 60,000 Licensed Users)	H0006AP	IS-H0006AP	\$85,050.00	Each	\$75,611.21
PathloreLMS Classroom (60,001 to 70,000 Licensed Users)	H0006AQ	IS-H0006AQ	\$91,260.00	Each	\$81,132.03
PathloreLMS Classroom (70,001 to 80,000 Licensed Users)	H0006AR	IS-H0006AR	\$96,255.00	Each	\$85,572.68
PathloreLMS Classroom (80,001 to 90,000 Licensed Users)	H0006AS	IS-H0006AS	\$102,060.00	Each	\$90,733.45
PathloreLMS Classroom (90,001 to 100,000 Licensed Users)	H0006AT	IS-H0006AT	\$110,700.00	Each	\$98,414.58
PathloreLMS Classroom (100,001 to 125,000 Licensed Users)	H0006AU	IS-H0004AU	\$114,885.00	Each	\$102,135.14
PathloreLMS Classroom (125,001 to 150,000 Licensed Users)	H0006AV	IS-H0004AV	\$123,930.00	Each	\$110,176.33
PathloreLMS Classroom (150,001 to 175,000 Licensed Users)	H0006AW	IS-H0004AW	\$132,975.00	Each	\$118,217.52
PathloreLMS Classroom (175,001 to 200,000 Licensed Users)	H0006AX	IS-H0004AX	\$142,020.00	Each	\$126,258.71
<b>LMS Registrar Hosting Version 3.0</b>	<b>H0007</b>	<b>IS-H0007</b>			
LMS Registrar	H0007AA	IS-H0007AA	\$12,000.00	YR	\$10,668.26
Each Administrative Concurrency over five (5)	H0007AB	IS-H0007AB	\$1,200.00	Each	\$1,066.83
Setup Fee	H0007AC	IS-H0007AC	\$5,000.00	Each	\$4,445.10
<b>LMS Phoenix Hosting</b>		<b>IS-HPL0001</b>			
LMS Hosting Release 2.0 for 500 STUDENTS	LMSHOST2-500	IS-HPL0001AA	\$55,800.00	Each	\$49,607.35
LMS Hosting Release 2.0 for 5000 STUDENTS	LMSHOST2-5000	IS-HPL0001AB	\$63,000.00	Each	\$56,008.31
LMS Hosting Release 2.0 for 20000 STUDENTS	LMSHOST2-20000	IS-HPL0001AC	\$69,000.00	Each	\$61,342.42
LMS Hosting Release 2.0 for 50000 STUDENTS	LMSHOST2-50000	IS-HPL0001AD	\$79,800.00	Each	\$70,943.84
<b>Implementation Services</b>					
<b>TotalLMS Implementation</b>					
RapidLMS Implementation - Now includes Total Information		ISSI-STS-LMS	\$98,500.00	Each	\$80,636.03
RapidLCMS Implementation		ISSI-STS-LCMS	\$32,500.00	Each	\$26,605.80
Standard LMS Implementation		ISSI-STS-LMS2	\$152,500.00	Each	\$124,842.57
<b>TotalPerformance Implementation</b>					
Basic Performance Appraisal Implementation		ISSI-STS-PAI	\$57,239.00	Each	\$46,858.13
Succession Planning Implementation		ISSI-STS-SPI	\$32,228.00	Each	\$26,383.13
Goals Management & Dev Plans Implementation		ISSI-STS-GMI	\$32,228.00	Each	\$26,383.13
Multi-Rater/360 Appraisal Implementation		ISSI-STS-MRI	\$32,228.00	Each	\$26,383.13
<b>Results On Demand Implementation</b>					
ROD Predefined TPM Implementation		ISSI-TPM-Pre	\$21,600.00	Each	\$17,682.62
ROD Rapid TPM Implementation		ISSI-TPM-Rapid	\$51,500.00	Each	\$42,159.95

Software Maintenance & Support Description	SumTotal CLIN	ISSI GSA CLIN	Mfr. List Price	Unit	GSA (MAS) Price with IFF
ROD Standard TPM Implementation		ISSI-TPM-Std	\$62,300.00	Each	\$51,001.26
<b>Other Implementation Services</b>					
Training History Migration		ISSI-RODB-THM	\$7,000.00	Each	\$5,730.48
Single Signon Implementation		ISSI-RODB-SSO	\$2,000.00	Each	\$1,637.28
Content Migration (up to 5 SCORM/AICC courses)		ISSI-RODB-CM	\$7,000.00	Each	\$5,730.48
Additional PM Workflow		ISSI-RODB-WKFL	\$7,000.00	Each	\$5,730.48
Import & Map External Competencies (per job role)		ISSI-RODB-ECM	\$3,000.00	Each	\$2,455.92
<b>Hosting Services</b>					
<b>Hosting Services TotalLMS Licensed Users</b>	<b>H0001</b>				
TotalLMS Monthly Service Fee (Required w/Monthly Licensed User Fees)	H0001AA	ISSI-STS-H-LMS-BASE	\$3,500.00	Each	\$3,111.58
TotalLMS (1000 to 4999 Licensed Users)	H0001AB	ISSI-STS-H-LMS-5K	\$0.40	Each	\$0.32
TotalLMS (5000 to 9999 Licensed Users)	H0001AC	ISSI-STS-H-LMS-10K	\$0.35	Each	\$0.28
TotalLMS (10,000 to 19,999 Licensed Users)	H0001AD	ISSI-STS-H-LMS-20K	\$0.30	Each	\$0.25
TotalLMS (20,000 to 49,999 Licensed Users)	H0001AE	ISSI-STS-H-LMS-50K	\$0.25	Each	\$0.21
TotalLMS (50,000 to 99,999 Licensed Users)	H0001AF	ISSI-STS-H-LMS-100K	\$0.20	Each	\$0.16
TotalLMS (100,000 or more Licensed Users)	H0001AG	ISSI-STS-H-LMS-100P	\$0.20	Each	\$0.16
<b>Hosting Services TotalLCMS Licensed Authors</b>	<b>H0002</b>				
TotalLCMS Monthly Service Fee (Required w/Monthly Licensed User Fees)	H0002AA	ISSI-STS-H-LCMS-BASE	\$1,300.00	Each	\$1,001.64
TotalLCMS(5 to 9 Licensed Users)	H0002AB	ISSI-STS-H-LCMS-10	\$125.00	Each	\$96.32
TotalLCMS (10 to 14 Licensed Users)	H0002AC	ISSI-STS-H-LCMS-15	\$105.00	Each	\$80.90
TotalLCMS (15 to 19 Licensed Users)	H0002AD	ISSI-STS-H-LCMS-20	\$90.00	Each	\$69.35
TotalLCMS (20 or more Licensed Users)	H0002AE	ISSI-STS-H-LCMS-50	\$80.00	Each	\$61.65
<b>Other Hosting Services</b>	<b>H0008</b>				
<i>The following incremental Hosting Services are available to customers who are licensed for base Hosting.</i>					
Mail Server (Word Templates Only)	H0008AA	ISSI-H0008AA	\$9,200.00	YR	\$8,179.00
Dedicated QA/Test Server Setup	H0008AB-1	ISSI-H0008AB-1	\$5,000.00	YR	\$3,852.43
Dedicated QA/Test Server (Single Server) No Data Feeds	H0008AB-2	ISSI-H0008AB-2	\$16,000.00	YR	\$12,327.75
Sandbox Environment - Shared using same LMS Version (No data feed)	H0008AC	ISSI-H0008AC	\$4,000.00	YR	\$3,081.94
SSL Certificate ( Need one per environment per URL)	H0008AD	ISSI-H0008AD	\$1,000.00	Each	\$770.49
Dedicated Web Server with SAN Storage	H0008AE-1	ISSI-H0008AE-1	\$25,200.00	YR	\$19,416.22
Dedicated Redundant Web Servers (One Pair)	H0008AE-2	ISSI-H0008AE-2	\$50,400.00	YR	\$38,832.43

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Dedicated Web Server Setup Fee	H0008AE-3	ISSI-H0008AE-3	\$3,000.00	Each	\$2,311.46
Virtual Dedicated Web Server with SAN Storage	VH0008AE-1	ISSI-VH0008AE-1	\$11,400.00	YR	\$8,783.53
Virtual Dedicated Web Server Setup Fee	VH0008AE-3	ISSI-VH0008AE-3	\$2,000.00	Each	\$1,540.97
Dedicated Redundant Application Servers (One Pair)	H0008AF-1	ISSI-H0008AF-1	\$12,000.00	YR	\$9,245.82
Dedicated Database Server with SAN Storage	H0008AG-1	ISSI-H0008AG-1	\$37,200.00	YR	\$28,662.03
Dedicated Clustered Database Server	H0008AG-2	ISSI-H0008AG-2	\$60,000.00	YR	\$46,229.07
Dedicated Database Server Setup Fee	H0008AG-3	ISSI-H0008AG-3	\$4,000.00	YR	\$3,081.94
Virtual Dedicated Database Server with SAN Storage	H0008AG-1	ISSI-H0008AG-1	\$24,000.00	YR	\$18,491.63
Virtual Dedicated Database Server Setup Fee	H0008AG-3	ISSI-H0008AG-3	\$3,000.00	YR	\$2,455.92
<b>Hosting Services PathloreLMS Enterprise w/MS Reports Monthly Fees</b>	<b>H0003</b>	<b>IS-H0003</b>			
PathloreLMS Enterprise (1 to 500 Licensed Users)	H0003AA	IS-H0003AA	\$19,700.00	Each	\$17,513.71
PathloreLMS Enterprise (501 to 1000 Licensed Users)	H0003AB	IS-H0003AB	\$23,100.00	Each	\$23,274.56
PathloreLMS Enterprise (1001 to 1500 Licensed Users)	H0003AC	IS-H0003AC	\$26,500.00	Each	\$26,700.26
PathloreLMS Enterprise (1501 to 2000 Licensed Users)	H0003AD	IS-H0003AD	\$29,900.00	Each	\$30,125.95
PathloreLMS Enterprise (2001 to 3000 Licensed Users)	H0003AE	IS-H0003AE	\$36,800.00	Each	\$37,078.09
PathloreLMS Enterprise (3001 to 4000 Licensed Users)	H0003AF	IS-H0003AF	\$43,700.00	Each	\$44,030.23
PathloreLMS Enterprise (4001 to 5000 Licensed Users)	H0003AG	IS-H0003AG	\$45,540.00	Each	\$45,884.14
PathloreLMS Enterprise (5001 to 10,000 Licensed Users)	H0003AH	IS-H0003AH	\$59,570.00	Each	\$60,020.16
PathloreLMS Enterprise (10,001 to 15,000 Licensed Users)	H0003AJ	IS-H0003AJ	\$71,760.00	Each	\$72,302.27
PathloreLMS Enterprise (15,001 to 20,000 Licensed Users)	H0003AK	IS-H0003AK	\$77,050.00	Each	\$77,632.25
PathloreLMS Enterprise (20,001 to 30,000 Licensed Users)	H0003AL	IS-H0003AL	\$82,547.00	Each	\$83,170.79
PathloreLMS Enterprise (30,001 to 40,000 Licensed Users)	H0003AM	IS-H0003AM	\$87,630.00	Each	\$88,292.20
PathloreLMS Enterprise (40,001 to 50,000 Licensed Users)	H0003AN	IS-H0003AN	\$93,886.00	Each	\$94,595.47
PathloreLMS Enterprise (50,001 to 60,000 Licensed Users)	H0003AP	IS-H0003AP	\$98,923.00	Each	\$99,670.53
PathloreLMS Enterprise (60,001 to 70,000 Licensed Users)	H0003AQ	IS-H0003AQ	\$104,811.00	Each	\$105,603.03
PathloreLMS Enterprise (70,001 to 80,000 Licensed Users)	H0003AR	IS-H0003AR	\$113,620.00	Each	\$114,478.59
PathloreLMS Enterprise (80,001 to 90,000 Licensed Users)	H0003AS	IS-H0003AS	\$117,864.00	Each	\$118,754.66
PathloreLMS Enterprise (90,001 to 100,000 Licensed Users)	H0003AT	IS-H0003AT	\$127,098.00	Each	\$128,058.44
PathloreLMS Enterprise (100,001 to 125,000 Licensed Users)	H0003AU	IS-H0003AU	\$153,755.00	Each	\$154,916.88

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
PathloreLMS Enterprise (125,001 to 150,000 Licensed Users)	H0003AV	IS-H0003AV	\$178,687.00	Each	\$180,037.28
PathloreLMS Enterprise (150,001 to 175,000 Licensed Users)	H0003AW	IS-H0003AW	\$201,894.00	Each	\$203,419.65
PathloreLMS Enterprise (175,001 to 200,000 Licensed Users)	H0003AX	IS-H0003AX	\$223,376.00	Each	\$225,063.98
<b>Hosting Services PathloreLMS Classroom w/MS Reports Monthly Fees</b>	<b>H0004</b>	<b>IS-H0004</b>			
PathloreLMS Classroom (1 to 500 Licensed Users)	H0004AA	IS-H0004AA	\$11,093.00	Each	\$11,176.83
PathloreLMS Classroom (501 to 1000 Licensed Users)	H0004AB	IS-H0004AB	\$11,677.00	Each	\$11,765.24
PathloreLMS Classroom (1001 to 1500 Licensed Users)	H0004AC	IS-H0004AC	\$12,291.00	Each	\$12,383.88
PathloreLMS Classroom (1501 to 2000 Licensed Users)	H0004AD	IS-H0004AD	\$12,938.00	Each	\$13,035.77
PathloreLMS Classroom (2001 to 3000 Licensed Users)	H0004AE	IS-H0004AE	\$15,525.00	Each	\$15,642.32
PathloreLMS Classroom (3001 to 4000 Licensed Users)	H0004AF	IS-H0004AF	\$20,700.00	Each	\$20,856.43
PathloreLMS Classroom (4001 to 5000 Licensed Users)	H0004AG	IS-H0004AG	\$25,875.00	Each	\$26,070.53
PathloreLMS Classroom (5001 to 10,000 Licensed Users)	H0004AH	IS-H0004AH	\$31,050.00	Each	\$31,284.64
PathloreLMS Classroom (10,001 to 15,000 Licensed Users)	H0004AJ	IS-H0004AJ	\$32,603.00	Each	\$32,849.38
PathloreLMS Classroom (15,001 to 20,000 Licensed Users)	H0004AK	IS-H0004AK	\$43,470.00	Each	\$43,798.49
PathloreLMS Classroom (20,001 to 30,000 Licensed Users)	H0004AL	IS-H0004AL	\$52,785.00	Each	\$53,183.88
PathloreLMS Classroom (30,001 to 40,000 Licensed Users)	H0004AM	IS-H0004AM	\$56,925.00	Each	\$57,355.17
PathloreLMS Classroom (40,001 to 50,000 Licensed Users)	H0004AN	IS-H0004AN	\$61,272.00	Each	\$61,735.02
PathloreLMS Classroom (50,001 to 60,000 Licensed Users)	H0004AP	IS-H0004AP	\$65,205.00	Each	\$65,697.74
PathloreLMS Classroom (60,001 to 70,000 Licensed Users)	H0004AQ	IS-H0004AQ	\$69,966.00	Each	\$70,494.72
PathloreLMS Classroom (70,001 to 80,000 Licensed Users)	H0004AR	IS-H0004AR	\$73,796.00	Each	\$74,353.66
PathloreLMS Classroom (80,001 to 90,000 Licensed Users)	H0004AS	IS-H0004AS	\$78,246.00	Each	\$78,837.28
PathloreLMS Classroom (90,001 to 100,000 Licensed Users)	H0004AT	IS-H0004AT	\$84,870.00	Each	\$85,511.34
PathloreLMS Classroom (100,001 to 125,000 Licensed Users)	H0004AU	IS-H0004AU	\$88,079.00	Each	\$88,744.59
PathloreLMS Classroom (125,001 to 150,000 Licensed Users)	H0004AV	IS-H0004AV	\$95,013.00	Each	\$95,730.99
PathloreLMS Classroom (150,001 to 175,000 Licensed Users)	H0004AW	IS-H0004AW	\$101,947.00	Each	\$102,717.39
PathloreLMS Classroom (175,001 to 200,000 Licensed Users)	H0004AX	IS-H0004AX	\$108,881.00	Each	\$109,703.78
PathloreLMS Enterprise (1 to 500 Licensed Users)	H0005AA	IS-H0005AA	\$26,676.00	Each	\$26,877.59
PathloreLMS Enterprise (501 to 1000	H0005AB	IS-H0005AB	\$28,080.00	Each	\$28,292.20



<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
Licensed Users)					
PathloreLMS Enterprise (1001 to 1500 Licensed Users)	H0005AC	IS-H0005AC	\$31,200.00	Each	\$31,435.77
PathloreLMS Enterprise (1501 to 2000 Licensed Users)	H0005AD	IS-H0005AD	\$39,000.00	Each	\$39,294.72
PathloreLMS Enterprise (2001 to 3000 Licensed Users)	H0005AE	IS-H0005AE	\$48,000.00	Each	\$48,362.73
PathloreLMS Enterprise (3001 to 4000 Licensed Users)	H0005AF	IS-H0005AF	\$57,000.00	Each	\$57,430.74
PathloreLMS Enterprise (4001 to 5000 Licensed Users)	H0005AG	IS-H0005AG	\$59,400.00	Each	\$59,848.87
PathloreLMS Enterprise (5001 to 10,000 Licensed Users)	H0005AH	IS-H0005AH	\$77,700.00	Each	\$78,287.16
PathloreLMS Enterprise (10,001 to 15,000 Licensed Users)	H0005AJ	IS-H0005AJ	\$93,600.00	Each	\$94,307.31
PathloreLMS Enterprise (15,001 to 20,000 Licensed Users)	H0005AK	IS-H0005AK	\$100,500.00	Each	\$101,259.45
PathloreLMS Enterprise (20,001 to 30,000 Licensed Users)	H0005AL	IS-H0005AL	\$107,670.00	Each	\$108,483.63
PathloreLMS Enterprise (30,001 to 40,000 Licensed Users)	H0005AM	IS-H0005AM	\$114,300.00	Each	\$115,163.73
PathloreLMS Enterprise (40,001 to 50,000 Licensed Users)	H0005AN	IS-H0005AN	\$122,460.00	Each	\$123,385.40
PathloreLMS Enterprise (50,001 to 60,000 Licensed Users)	H0005AP	IS-H0005AP	\$129,030.00	Each	\$130,005.04
PathloreLMS Enterprise (60,001 to 70,000 Licensed Users)	H0005AQ	IS-H0005AQ	\$136,710.00	Each	\$137,743.08
PathloreLMS Enterprise (70,001 to 80,000 Licensed Users)	H0005AR	IS-H0005AR	\$148,200.00	Each	\$149,319.90
PathloreLMS Enterprise (80,001 to 90,000 Licensed Users)	H0005AS	IS-H0005AS	\$153,735.00	Each	\$154,896.73
PathloreLMS Enterprise (90,001 to 100,000 Licensed Users)	H0005AT	IS-H0005AT	\$165,780.00	Each	\$167,032.75
PathloreLMS Enterprise (100,001 to 125,000 Licensed Users)	H0005AU	IS-H0005AU	\$200,550.00	Each	\$202,065.50
PathloreLMS Enterprise (125,001 to 150,000 Licensed Users)	H0005AV	IS-H0005AV	\$233,070.00	Each	\$234,831.24
PathloreLMS Enterprise (150,001 to 175,000 Licensed Users)	H0005AW	IS-H0005AW	\$263,340.00	Each	\$265,329.98
PathloreLMS Enterprise (175,001 to 200,000 Licensed Users)	H0005AX	IS-H0005AX	\$291,360.00	Each	\$293,561.72
<b>Hosting PathloreLMS Classroom w/Crystal Reports Monthly Fees</b>	<b>H0006</b>	<b>IS-H0006</b>			
PathloreLMS Classroom (501 to 1000 Licensed Users)	H0006AB	IS-H0006AB	\$15,230.00	Each	\$15,345.09
PathloreLMS Classroom (1001 to 1500 Licensed Users)	H0006AC	IS-H0006AC	\$16,031.00	Each	\$16,152.15
PathloreLMS Classroom (1501 to 2000 Licensed Users)	H0006AD	IS-H0006AD	\$16,875.00	Each	\$17,002.52
PathloreLMS Classroom (2001 to 3000 Licensed Users)	H0006AE	IS-H0006AE	\$20,250.00	Each	\$20,403.03
PathloreLMS Classroom (3001 to 4000 Licensed Users)	H0006AF	IS-H0006AF	\$27,000.00	Each	\$27,204.04
PathloreLMS Classroom (4001 to 5000 Licensed Users)	H0006AG	IS-H0006AG	\$33,750.00	Each	\$34,005.04

<b>Software Maintenance &amp; Support Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mfr. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
PathloreLMS Classroom (5001 to 10,000 Licensed Users)	H0006AH	IS-H0006AH	\$40,500.00	Each	\$40,806.05
PathloreLMS Classroom (10,001 to 15,000 Licensed Users)	H0006AJ	IS-H0006AJ	\$42,525.00	Each	\$42,846.35
PathloreLMS Classroom (15,001 to 20,000 Licensed Users)	H0006AK	IS-H0006AK	\$56,700.00	Each	\$57,128.47
PathloreLMS Classroom (20,001 to 30,000 Licensed Users)	H0006AL	IS-H0006AL	\$68,850.00	Each	\$69,370.28
PathloreLMS Classroom (30,001 to 40,000 Licensed Users)	H0006AM	IS-H0006AM	\$74,250.00	Each	\$74,811.09
PathloreLMS Classroom (40,001 to 50,000 Licensed Users)	H0006AN	IS-H0006AN	\$79,920.00	Each	\$80,523.93
PathloreLMS Classroom (50,001 to 60,000 Licensed Users)	H0006AP	IS-H0006AP	\$85,050.00	Each	\$85,692.70
PathloreLMS Classroom (60,001 to 70,000 Licensed Users)	H0006AQ	IS-H0006AQ	\$91,260.00	Each	\$91,949.63
PathloreLMS Classroom (70,001 to 80,000 Licensed Users)	H0006AR	IS-H0006AR	\$96,255.00	Each	\$96,982.37
PathloreLMS Classroom (80,001 to 90,000 Licensed Users)	H0006AS	IS-H0006AS	\$102,060.00	Each	\$102,831.24
PathloreLMS Classroom (90,001 to 100,000 Licensed Users)	H0006AT	IS-H0006AT	\$110,700.00	Each	\$111,536.53
PathloreLMS Classroom (100,001 to 125,000 Licensed Users)	H0004AU	IS-H0004AU	\$114,885.00	Each	\$115,753.15
PathloreLMS Classroom (125,001 to 150,000 Licensed Users)	H0004AV	IS-H0004AV	\$123,930.00	Each	\$124,866.50
PathloreLMS Classroom (150,001 to 175,000 Licensed Users)	H0004AW	IS-H0004AW	\$132,975.00	Each	\$133,979.85
PathloreLMS Classroom (175,001 to 200,000 Licensed Users)	H0004AX	IS-H0004AX	\$142,020.00	Each	\$143,093.20
<b>LMS Registrar Hosting Version 3.0</b>	<b>H0007</b>	<b>IS-H0007</b>			
LMS Registrar	H0007AA	IS-H0007AA	\$12,000.00	YR	\$12,090.69
Each Administrative Concurrency over five (5)	H0007AB	IS-H0007AB	\$1,200.00	Each	\$1,209.07
Setup Fee	H0007AC	IS-H0007AC	\$5,000.00	Each	\$5,037.79
<b>LMS Phoenix Hosting</b>		<b>IS-HPL0001</b>			
LMS Hosting Release 2.0 for 500 STUDENTS	LMSHOST2-500	IS-HPL0001AA	\$55,800.00	Each	\$56,221.67
LMS Hosting Release 2.0 for 5000 STUDENTS	LMSHOST2-5000	IS-HPL0001AB	\$63,000.00	Each	\$63,476.08
LMS Hosting Release 2.0 for 20000 STUDENTS	LMSHOST2-20000	IS-HPL0001AC	\$69,000.00	Each	\$69,521.42
LMS Hosting Release 2.0 for 50000 STUDENTS	LMSHOST2-50000	IS-HPL0001AD	\$79,800.00	Each	\$80,403.03

## 6. SPECIAL ITEM NUMBER 132-50 – Training

### SumTotal Training Rate Chart

Training Products & Services Description	SumTotal CLIN	ISSI GSA CLIN	Mft. List Price	Unit	GSA (MAS) Price with IFF
<b>SumTotal Training</b>					
<b>SumTotal LMS/LCMS Classroom Training</b>		<b>ISSI-TCT0001</b>			
SumTotal Training Facility - 1 Day Public Course	STS-TF1	ISSI-STS-TF1	\$750.00	Each	\$613.99
SumTotal Training Facility - 2 Day Public Course	STS-TF2	ISSI-STS-TF2	\$1,500.00	Each	\$1,227.96
Onsite Government Facility - Administrator/Student Training (1 to 10 Participants) - Daily Rate	STS-OST-1	ISSI-STS-OST-1	\$5,500.00	Day	\$4,502.52
Onsite Government Facility - Coaching Services (2 Days minimum)	STS-COACH	ISSI-STS-COACH	\$225.00	Hour	\$184.20
Administering SumTotal Suite (Up to 10 Students)	STS-ADM-1	ISSI-STS-ADM-1	\$9,000.00	Class	\$7,367.76
Administering SumTotal Suite - Public Class	STS-ADM-2	ISSI-STS-ADM-2	\$1,500.00	Seat	\$1,227.96
Using & Managing TotalLMS (Up to 10 Students)	STS-MNG-1	ISSI-STS-MNG-1	\$16,500.00	Class	\$13,507.56
Using & Managing TotalLMS - Public Class	STS-MNG-2	ISSI-STS-MNG-2	\$3,000.00	Seat	\$2,455.92
TotalLMS Launch Package (Up to 10 Students)	STS-LNCH	ISSI-STS-LNCH	\$20,000.00	Class	\$16,372.80
Building Content with TotalLCMS (Up to 10 Students)	STS-LCMS-1	ISSI-STS-LCMS-1	\$16,500.00	Class	\$13,507.56
Building Content with TotalLCMS - Public Class	STS-LCMS-2	ISSI-STS-LCMS-2	\$2,250.00	Seat	\$1,841.95
Best Practices In On-Line Learning Development	STS-BP	ISSI-STS-BP	\$13,200.00	Class	\$10,806.05
<b>SumTotal PM Classroom Training</b>		<b>ISSI-TCT0001</b>			
Total PM: Coaching/Rating/Goal Setting (Up to 10 Participants, 2 days)	STPM-CRG-1	ISSI-STPM-CRG-1	\$11,000.00	Class	\$9,005.04
Total PM: Managing & Administering (Up to 10 Participants, 2 days)	STPM-CRG-1	ISSI-STPM-CRG-1	\$11,000.00	Class	\$9,005.04
<b>SumTotal Online Training</b>					
TotalLMS: A Quick Start - Site License	STS-QS-1	ISSI-STS-QS-1	\$15,000.00	Each	\$12,279.60
TotalLMS Domains: An Overview - Site License	STS-DO	ISSI-STS-DO	\$5,000.00	Each	\$4,093.20
TotalLCMS: A Quick Start - Site License	STS-QS-2	ISSI-STS-QS-2	\$2,500.00	Each	\$2,046.60
Training Coordinator Pack - Site License (2 courses)	STS-TC-1	ISSI-STS-TC-1	\$7,500.00	Each	\$6,139.80
Standard LMS Training Package - includes Using & Managing TotalLMS, Building Content with TotalLCMS, Exploring TotalLCMS Online Course Site License, Rollout Launch Package-Marketing Communications Tools & Templates, Access to Customer Productivity Center, and Access Continuous Learning for 1 Year in Ask the Trainer Sessions.	STS-LMS-TP	ISSI-STS-LMS-TP	\$46,100.00	Each	\$37,739.30
<b>TotalLMS Assessment Engine Training</b>					
Assessment Engine Training Per Student, Public Class	AE0001AC	ISSI-AE0001AC	\$1,095.00	Each	\$896.42

<b>Training Products &amp; Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mft. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
<b>ToolBook Training</b>		<b>ISSI-TB0013</b>			
<b>ToolBook Instructor-Led Training</b>					
Introduction to ToolBook Assistant - Four half-days. Virtual Classroom only	STS-TNG-012	ISSI-STG-TNG-012	\$1,095	Each	\$896.42
Getting Started with the Simulation Editor - Three day session at a public class facility	STS-TNG-013	ISSI-STG-TNG-013	\$1,395	Each	\$1,142.01
ToolBook Assistant Onsite training - Two days at customer location	TB0013AB	ISSI-TB0013AB	\$9,000	Each	\$7,367.76
Smart Start to ToolBook Instructor - Two day session at a public class facility or three half-days virtual	TB0013AC	ISSI-TB0013AC	\$750	Each	\$613.99
Rapid and Custom Development with ToolBook Instructor - Four day session at a public class facility or five half-days virtual	TB0013AD	ISSI-TB0013AD	\$1,895	Each	\$1,551.33
ToolBook Essentials with Simulation Editor and Actions Editor Overviews - Five day session at a public class facility	TB0013AE	ISSI-TB0013AE	\$1,895	Each	\$1,551.33
ToolBook Instructor Onsite Training - Four days at customer location	TB0013AG	ISSI-TB0013AG	\$12,000	Each	\$9,823.68
<i>NOTE: Travel and Lodging are additional for delivery at customer location.</i>					
<b>ToolBook Computer-Based Training</b>					
Learning & Mastering ToolBook Instructor	070222	ISSI-TB0013BA	\$595.00	Each	\$487.10
Learning & Mastering ToolBook Assistant	070228	ISSI-TB0013BB	\$525.00	Each	\$429.79
Upgrade for Previous Versions of Learning & Mastering ToolBook Instructor	070222	ISSI-TB0013BA	\$297.50	Each	\$243.56
Upgrade for Previous Versions of Learning & Mastering ToolBook Assistant	070228	ISSI-TB0013BB	\$262.50	Each	\$214.91
<b>Pathlore Training Products</b>		<b>TPL0001</b>			
Pathlore System Management (Up to 10 Students, 3 days)	LMS55SYSMGT-3	ISSI-SPL-SM-1	\$16,500.00	Class	\$13,507.56
Pathlore System Management - Public Class, 3 days	LMS55SYSMGT-3	ISSI-SPL-SM-2	\$2,250.00	Seat	\$1,841.95
Pathlore System Training Admin (Up to 10 Students, 3 days)	LMS55FUNDAMENTALS-3	ISSI-SPL-TA-1	\$16,500.00	Class	\$13,507.56
Pathlore System Training Admin - Public Class, 3 days	LMS55FUNDAMENTALS-3	ISSI-SPL-TA-2	\$2,250.00	Seat	\$1,841.95
Using Crystal Reports with Pathlore (Up to 10 Students, 2 days)	LMS55CRYSTAL-2	ISSI-SPL-CR-1	\$11,000.00	Class	\$9,005.04
Pathlore GAP Analysis (Up to 10 Participants, 2 days)	LMS55CRYSTAL-2A	ISSI-SPL-GA-1	\$11,000.00	Class	\$9,005.04
Moving to Pathlore (Up to 10 Participants, 2 days)	LMS55MOVE-2	ISSI-SPL-MP-1	\$11,000.00	Class	\$9,005.04

<b>Training Products &amp; Services Description</b>	<b>SumTotal CLIN</b>	<b>ISSI GSA CLIN</b>	<b>Mft. List Price</b>	<b>Unit</b>	<b>GSA (MAS) Price with IFF</b>
<b>Additional Training Manuals and Electronic Manuals</b>					
Printed - 1 to 50 Copies	STS-MAN-50	ISSI-STIS-MAN-50	\$200.00	Each	\$163.73
Printed - 51 to 100 Copies	STS-MAN-100	ISSI-STIS-MAN-100	\$185.00	Each	\$151.45
Printed - 101 to 150 Copies	STS-MAN-150	ISSI-STIS-MAN-150	\$170.00	Each	\$139.18
Printed - 151 to 200 Copies	STS-MAN-200	ISSI-STIS-MAN-200	\$155.00	Each	\$126.90
Printed - Over 200 Copies	STS-MAN-200P	ISSI-STIS-MAN-200P	\$147.00	Each	\$120.35
Electronic - 50 Users	STS-EMAN-50	ISSI-STIS-EMAN-50	\$6,375.00	Each	\$5,218.84
Electronic - 100 Users	STS-EMAN-100	ISSI-STIS-EMAN-100	\$11,250.00	Each	\$9,209.71
Electronic - 150 Users	STS-EMAN-150	ISSI-STIS-EMAN-150	\$15,250.00	Each	\$12,484.27
Electronic - 200 Users	STS-EMAN-200	ISSI-STIS-EMAN-200	\$19,500.00	Each	\$15,963.48
Electronic - Unlimited Users	STS-EMAN-200P	ISSI-STIS-EMAN-200P	\$35,000.00	Each	\$28,652.40